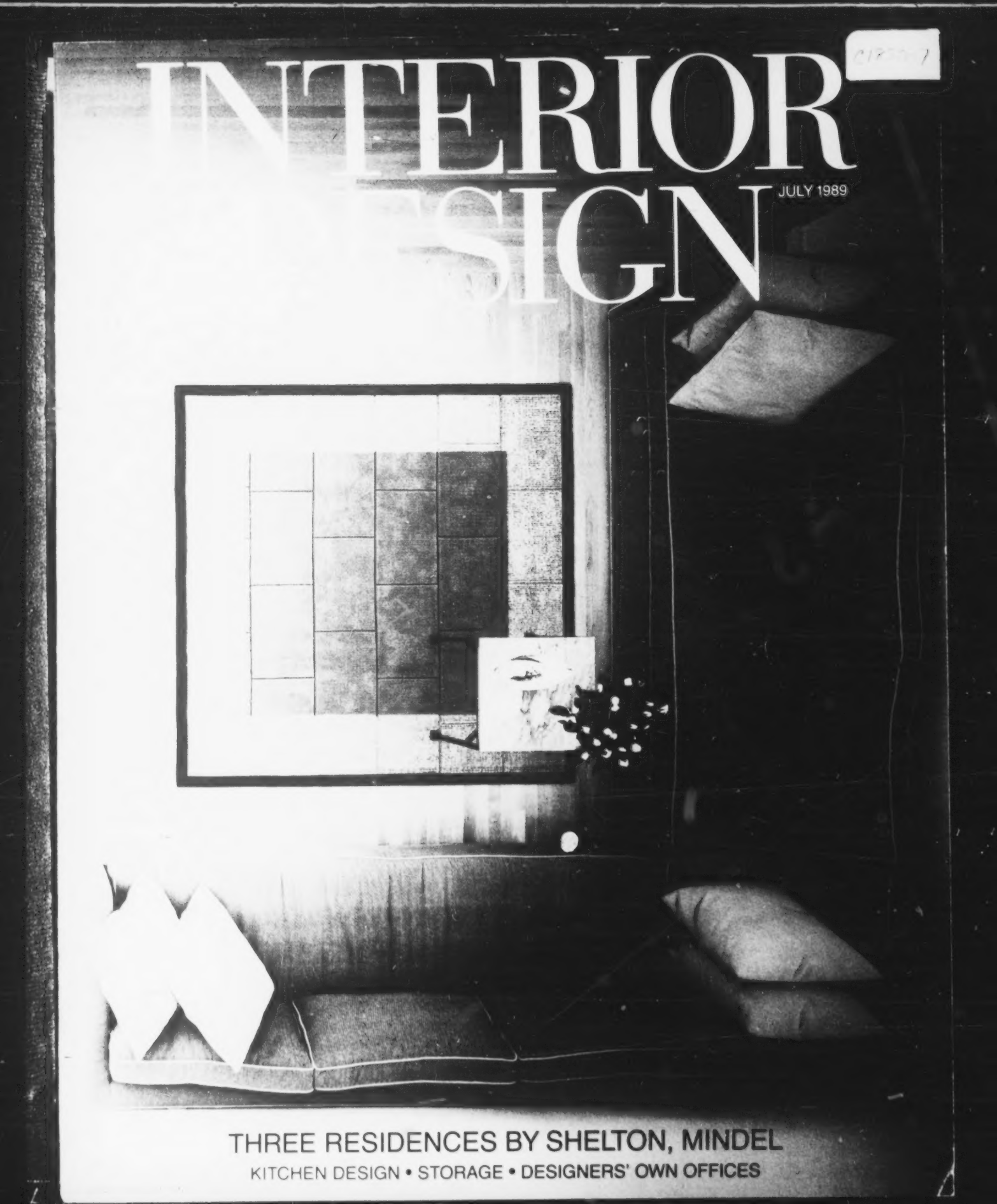
INTERIOR DESIGN

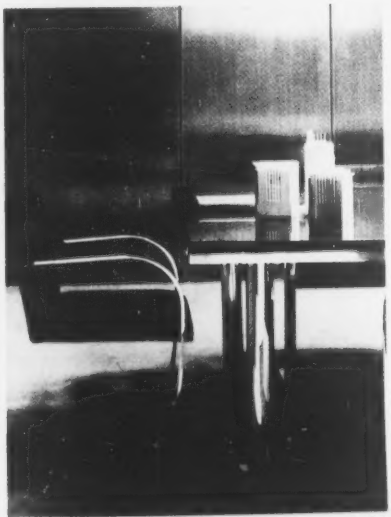
JULY 1989



THREE RESIDENCES BY SHELTON, MINDEL

KITCHEN DESIGN • STORAGE • DESIGNERS' OWN OFFICES

Ad agency in a landmark p. 216



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INTERIOR DESIGN

VOLUME 60

COVER

Bird's-eye view of living room designed by Shelton, Mindel & Associates (see page 150). Photography: Dan Cornish ESTO

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2. West Side Brownstone. By Kuby Brothers Winslow Architects.
3. On Beekman Place. By Leonard Braunschweiger.
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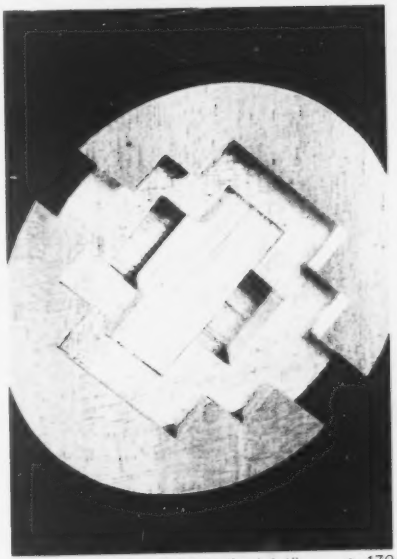

An end cap "to celebrate the joint" p. 170

Hospitable accessories p. 150

THE SECOND 100 INTERIOR DESIGN GIANTS OF 1989

BY ANDREW LOEBELSON

This was a disappointing year for the Second Hundred Interior Design Giants. The value of goods and services produced by the 2,178 employees of these design firms stayed almost exactly the same as last year at $2.6 billion. Worse, fees dropped slightly, from $130 million to $127 million.

As is obvious from the previous two statistics, fees drifted down slightly from where they were last year on a percentage basis. Office fees dropped slightly, from 10.24 to 10.0 percent (CHART ONE). The fees compared to volume actually produced overall dropped just slightly to 4.3 percent.

In the more frequently used billing method of dollars per rentable sq. ft. (rsf), office fees dropped very slightly, from $2.92 last year to $2.89 this year (CHART TWO). The average area of the office projects for which we ask our design firms to quote prices is 30,000 rsf. This is less than half the size of the typical Top Hundred Interior Design Giant office project of 68,000 sq. ft. The following table gives details for different types of projects:

Project Type	Top 100 Size	2nd 100 Size
Offices	68,000 rsf	30,000 rsf
Hotels	184,000 rsf	85,000 rsf
Retail	66,000 rsf	66,000 rsf
Restaurants	28,000 rsf	6,000 rsf
Medical	79,000 rsf	78,000 rsf
Educational	107,000 rsf	64,000 rsf
Research	108,000 rsf	60,000 rsf

Note: Most allowance is the sum of money the landlord offers a new tenant to fix up raw space (unfinished space enveloped by the building shell and services of the building core) so that it becomes suitable for an office. Usually paid for a specific number of utilities and amenities—electrical outlets, telephone jacks, fluorescent lighting fixtures, linear feet of walls, doors and door bucks, and so on—per hundred sq. ft. of rented area. The work letter has grown slightly this year, from $21.78 to $23.12, reflecting the still-soft real estate market nationwide.

Although fees stayed about the same, it is surprising to note that most billing rates increased about 10 percent, except for CADD operators whose billing rates dropped about 10 percent (CHART THREE). However, the number of high priced personnel (project managers and senior designers) decreased somewhat along with non-productive personnel (marketing and non-billable staff) (CHART FOUR). Meanwhile the multiple applied to staff salaries for billing purposes stayed about the same, dropping just slightly this year from 2.67 to 2.66, which is about where the Top Hundred multiple is. Fringes stayed the same at 24 percent. This would seem to indicate that firms are fighting the assault against their bottom lines by changing the mix of people providing services in order to lower total costs even as individual billing rates rise.

As we noted before, the billing rates went up about 10 percent between last year and this year for most categories. And, since billing rates parallel the salary structure, it is not surprising to note that most of the salary levels also grew about 10 percent above cost of living types of increases (CHART FIVE).

The cost of actually constructing and outfitting the

Andrew Loebelson is vice president of domestic facilities of Salomon Brothers, the New York investment banking firm.

Key to ranking and charts: Pages 118-119. Research: Ellen Lupton. Charts: Suzanne Slesin. Research assistance: Jeanne Gang, Interior Design, 249 West 34th Street, New York, NY 10001, (212) 268-4555.

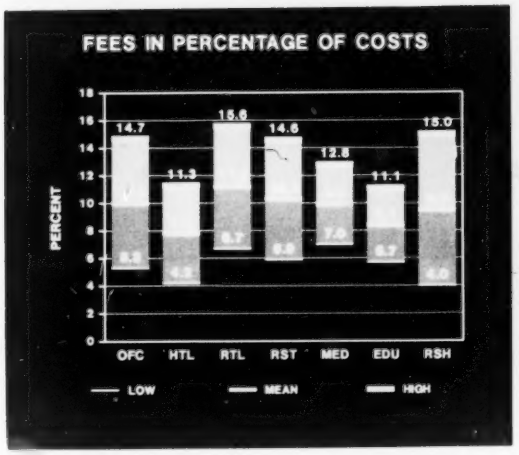

CHART ONE

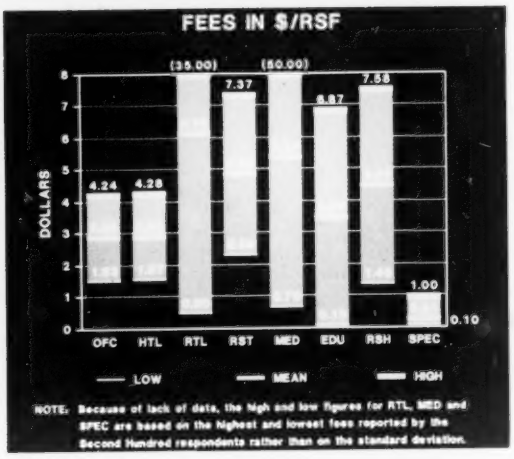
FEES IN $/RSF
DOLLARS
OFC HTL RTL RST MED EDU RSH SPEC
4.24 4.28 (35.00) 7.37 (50.00) 6.87 7.58 1.00 0.10
LOW
MEAN
HIGH
NOTE: Because of lack of data, the high and low figures for RTL, MED and SPEC are based on the highest and lowest fees reported by the Second Hundred respondents rather than on the standard deviation.

CHART TWO

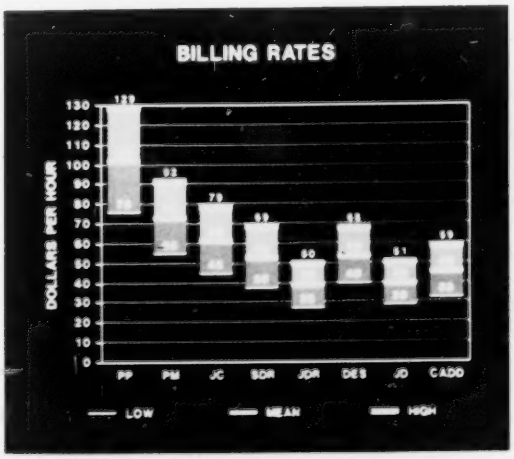

CHART THREE

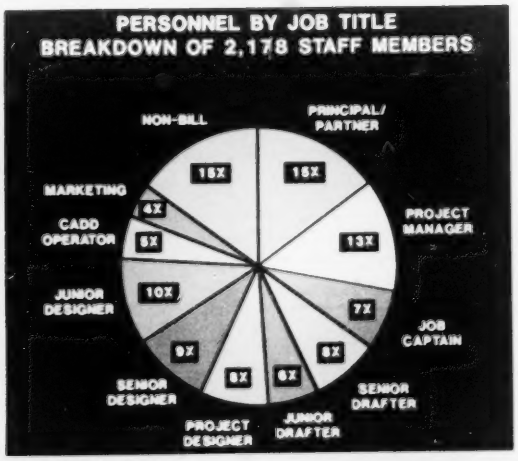

CHART FOUR

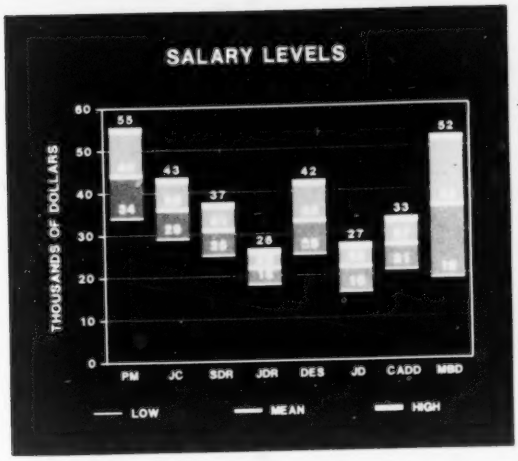

CHART FIVE

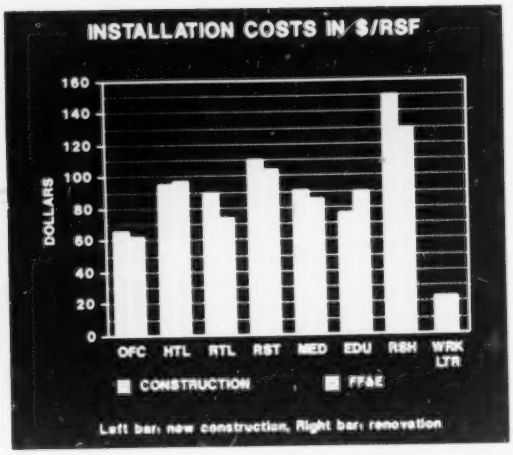

CHART SIX

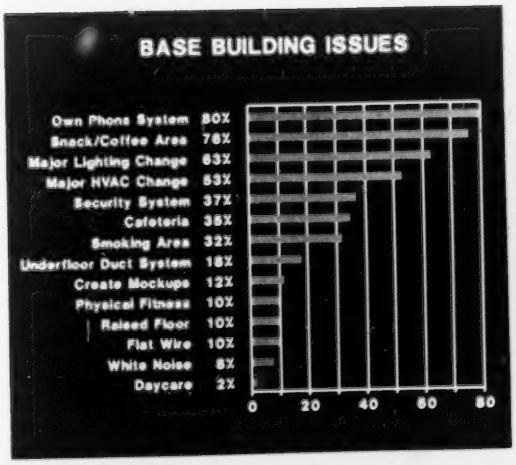

CHART SEVEN

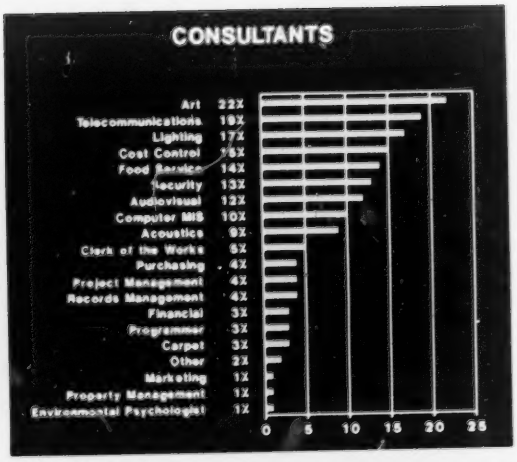

CHART EIGHT

KEYS

OFFICE PLANNING FIRMS

GENERALISTS

STORE PLANNING FIRMS

MEDICAL SPECIALISTS

THE SECOND 100 INTERIOR DESIGN GIANTS OF 1989

PP — PRINCIPALS/PARTNERS
PM — PROJECT MANAGERS
JC — JOB CAPTAINS
SDR — SENIOR DRAFTERS
JDR — JUNIOR DRAFTERS
DES — PROJECT & SENIOR DESIGNERS
JD — JUNIOR DESIGNERS
CADD — CADD OPERATORS
MBD — MARKETING BUSINESS DEVELOPMENT
TID — TOTAL INTERIOR DESIGN STAFF

RANK July '89	FIRM NAME / HEADQUARTERS & BRANCH OFFICES	INTERIOR DESIGN FEES	TOTAL FIRM FEES	TOTAL SQ FT	DOLLAR VOLUME	NO. OF EMPLOYEES	CATEGORY	AVERAGE SALARY	AVG BILLING RATE	NO. OF EMPLOYEES	CATEGORY	AVERAGE SALARY	AVG BILLING RATE	1988 INSTALLATIONS	1989 INSTALLATIONS
101	Stevens & Wilkinson, Inc. Atlanta Columbia, SC; Tampa, FL	1.94	8.80	40.7	1.14	2	PP	NA	100	7	DES	33	63	Federal Reserve Bank, Atlanta Clayton General Hospital, Riverdale, GA Ruden Barnett McClosky et al, Miami IBM, Ft. Myers, FL Anderson Moss Russo & Cohen, Miami	First Florida Tower, Tampa, FL Roswell United Methodist Church, Roswell, GA Cobb County Library, Marietta, GA The Centers for Disease Control, Chamblee, GA IBM ROLM, Tampa, FL
						4	PM	38	75	4	JD	20	40		
						3	JC	30	60	1	CADD	28	50		
						—	SDR	—	—	2	MBD	25	—		
						—	JDR	—	—	25	TID	—	—		
102	Catallo Associates, Inc. Birmingham, MI Chicago	1.91	6.30	45.4	1.40	1	PP	NA	125	11	DES	32	45	W.B. Doner & Co., Advertising, Southfield, MI Borg Warner Automotive Tech Center, Livonia, MI Alexander & Alexander of Michigan, Detroit Coopers & Lybrand, Detroit Stone, August, Baker Communications, Troy, MI	Peat, Marwick, Main & Co., Detroit Leo Burnett Co., Ltd., Toronto Boulevard Bank Nat'l Assoc. Tech. Ctr., Chicago St. Joseph Hosp. Women's Clinic, Mt. Clemens, MI Lopatin, Miller et al, Detroit
						9	PM	50	65	4	JD	24	30		
						2	JC	37	50	2	CADD	26	30		
						1	SDR	28	40	2	MBD	45	—		
						3	JDR	18	30	46	TID	—	—		
103	Ziegler Cooper, Inc. Houston Washington, D.C.	1.91	2.12	119.2	1.60	3	PP	NA	85	4	DES	NA	58	Commonwealth Mortgage, Houston Energy Assets Torch Energy Advisors, Houston McKinsey & Company, Houston Federal Deposit Insurance Corp., Houston De Vargas Shopping Center, Santa Fe, NM	NASA Visitor Center, Clear Lake, TX Offshore Technology Museum, Galveston, TX State Dept., Foreign Bldg.'s offices, Worldwide M.C.I., Houston Harrison Interests, Ltd., Houston
						2	PM	NA	75	1	JD	NA	40		
						2	JC	NA	65	5	CADD	NA	55		
						2	SDR	NA	50	1	MBD	NA	—		
						6	JDR	NA	40	28	TID	—	—		
104	Total Concept New York Inc. New York London; Winston-Salem, NC	1.90	1.90	50.0	20	1	PP	NA	200	4	DES	44	105	Handy Associates, New York The Jockey Club, Lexington, KY AIG Financial Products Corp., New York Wasserstein, Perella & Co., New York	Bessemer Trust Company, New York National Audubon Society, New York Credit Commercial de France, New York First Boston-Park Avenue Plaza, New York Rollins Burdick Hunter of NC, Winston-Salem, NC
						4	PM	103	163	3	JD	28	60		
						1	JC	50	140	—	CADD	—	—		
						2	SDR	45	120	1	MBD	100	—		
						—	JDR	—	—	20	TID	—	—		
105	Vocon Interiors, Inc. Cleveland	1.90	2.35	11.0	45	2	PP	NA	60	3	DES	NA	50	Blue Cross/Blue Shield, Cleveland Cuini and Panichi, Beachwood, OH AcroMed, Cleveland Victor Voinovich Company, Cleveland Security Federal Savings Bank, Cleveland	Blue Cross/Blue Shield, Cleveland Security Federal Savings & Loan, Cleveland Colpetzer Thomas, Inc., Cleveland 200 Place apartment building, Euclid, OH Blue Cross /Blue Shield Mkt. office, Columbus, OH
						—	PM	—	—	1	JD	NA	40		
						—	JC	—	—	1	CADD	NA	35		
						—	SDR	—	—	—	MBD	—	—		
						—	JDR	—	—	7	TID	—	—		
106	Architectural Resources Cambridge, Inc. Cambridge, MA	1.88	2.60	22.4	32	6	PP	NA	125	2	DES	50	80	Digital Equip. Corp., FSL Facility, Andover, MA Harvard Community Health Corp., Brookline, MA Hoyt Cinema Corporation offices, Boston Signal Capital Corporation offices, Hampton, NH Wheelock College Administration Bldg., Boston	University of Lowell Student Housing, Lowell, MA On Technology corporate offices, Cambridge, MA Hoyt Cinema Corp. Cinema Complex, Latham, NY Hopkins Hall, Williams College, Williamstown, MA Olin Laguage Arts, Tufts Univ., Medford, MA
						4	PM	50	80	7	JD	27	50		
						5	JC	34	60	3	CADD	28	55		
						2	SDR	25	50	3	MBD	25	—		
						5	JDR	20	35	42	TID	—	—		
107	Shea Architects, Inc. Minneapolis St. Paul, MN	1.87	2.11	22.5	80	1	PP	NA	75	3	DES	28	42	Norwest Bank MN Corp. offices, Minneapolis Fabyanske, Svoboda et al, offices, St. Paul, MN Maun, Green, Hayes, Simon offices, St. Paul, MN Murnane, Conlin et al, law offices, St. Paul, MN Lutheran Board of Pensions, Minneapolis	Carlson Companies World HQ, Minnetonka, MN Norwest Operations Center, Minneapolis Woodbridge Properties, Minneapolis Vista Marquette Hotel, Minneapolis IDS Crystal Court Phase II, Minneapolis
						5	PM	29	43	2	JD	14	22		
						4	JC	26	39	—	CADD	—	—		
						3	SDR	20	30	—	MBD	—	—		
						6	JDR	12	19	28	TID	—	—		
108	Jova Daniels Busby Atlanta	1.87	4.09	212.7	3.86	3	PP	NA	100	6	DES	NA	50	Wardlaw Center Georgia Inst. Technology, Atlanta Microelectronics Center - GA Inst. Tech., Atlanta Kidder, Peabody & Co. - Atlanta region, Atlanta Robinson Humphrey HQ expansion, Atlanta Bondurant, Mixson & Elmore law offices, Atlanta	Atlanta City Hall, Atlanta Southern Progress Corp. HQ, Birmingham, AL Touche Ross offices - Atlanta region, Atlanta VA Psychiatric Hospital, Augusta, GA Kilpatrick & Cody law offices, Atlanta
						3	PM	NA	85	2	JD	NA	30		
						2	JC	NA	55	4	CADD	NA	45		
						—	SDR	—	—	2	MBD	NA	—		
						—	JDR	—	—	24	TID	—	—		

109	**Cox, James + Associates** Phoenix Atlanta	1.84	1.84	22.0	75	2 5 2 2 —	PP PM JC SDR JDR	NA NA NA NA —	125 65 63 58 —	2 4 1 2 28	DES JD CADD MBD TID	NA NA NA NA —	60 50 55 — —	Del E. Webb Corporate Headquarters, Phoenix Doubletree (Compri) Corporate HQ, Phoenix Bell Atlantic System Leasing, Phoenix Arthur Anderson & Co., Phoenix Westcor Corporate Headquarters, Phoenix	Meyer, Hendricks, Victor, et al, Phoenix Arthur Young & Company, Phoenix Arizona Public Service Co., Exec. Floors, Phoenix Phelps Dodge Corporation, Phoenix Northern Trust Bank Headquarters, Phoenix
110	**Gruzen Samton Steinglass Architects, Planners** New York	1.84	7.20	3.5	1.00	— 2 1 1 —	PP PM JC SDR JDR	— 55 45 35 —	— 103 85 66 —	1 1 1 1 9	DES JD CADD MBD TID	40 23 30 35 —	75 43 56 — —	Social Security Building, Queens, NY Metropolitan Transit Authority, New York Marine Academic Center, Brooklyn, NY Morris A. Schapiro Hall, Columbia Univ., New York Benjamin S. Rosenthal Library, Jamaica, NY	The Regatta Condominiums, Battery Park City, NY The Wyndham Condominiums, Garden City, NY Manhattan Pk. Starrett Housing, Roosevelt Is., NY Environmental Protection Agency, Washington, D.C. Two Hannover Square office bldg., Raleigh, NC
111	**MMAP, Inc.** San Jose, CA San Francisco	1.82	2.02	80.0	3.20	3 9 — 5 —	PP PM JC SDR JDR	NA 48 — 38 —	100 75 — 65 —	4 6 2 2 36	DES JD CADD MBD TID	30 27 34 38 —	65 55 55 — —	Pillsbury, Madison & Sutro, San Jose, CA AT&T Phoenix Marketing Center, Phoenix 3-Com Western Regional Sales Mkt., San Jose, CA Skjervin, Morrill, et al, San Jose, CA Allstate Insurance, San Jose, CA	Coopers & Lybrand, San Jose, CA AT&T Albuquerque consolidation, Albuquerque, NM Symantek, Cupertino, CA Berliner, Cohen & Biagini, San Jose, CA 3-Com Coporation offices R&D, Santa Clara, CA
112	**Marvin Stein & Assoc., Inc.** Seattle	1.80	1.80	30.0	60	— 4 — 8 2	PP PM JC SDR JDR	— 40 — 30 16	— 50 — 45 23	2 2 3 — 24	DES JD CADD MBD TID	35 16 30 — —	48 23 45 — —	Ernst & Whinney, Seattle Ernst & Whinney, Tacoma, WA Stanislaw, Ashbaugh, et al, Seattle City Fed Mortgage, Bellevue, WA Reliance Insurance, Federal Way, WA	Ryan, Swanson & Cleveland, Seattle Ogden, Ogden & Murphy, Seattle Washington Bankers Assoc., Seattle Security Properties, Seattle Cigna Insurance Co., Seattle
113	**Thompson, Ventulett, Stainback & Associates, Inc.** Atlanta Macon, GA	1.80	1.80	34.3	1.01	3 4 5 — —	PP PM JC SDR JDR	NA 43 30 — —	NA 71 49 — —	3 5 — — 24	DES JD CADD MBD TID	23 17 — — —	38 28 — — —	Miami Beach Convention Ctr.-Phase I, Miami Macy's Poydras, New Orleans AT&T Southern Regional offices, Southeastern US IBM Southwest Marketing Center, Atlanta Democratic National Convention, Atlanta	Altamonte Mall renovation, Altamonte Springs, FL Haywood Mall renovation, Greenville, SC Nanuet Mall renovation, Nanuet, NY Amicacola Falls Conf. Ctr., Amicacola Falls, GA Georgia World Congress Ctr., Phase III, Atlanta
114	**Hunter Miller + Associates** Alexandria, VA	1.78	1.78	31.8	2.07	3 2 1 2 4	PP PM JC SDR JDR	75 50 48 39 25	105 80 75 65 28	12 6 — — 36	DES JD CADD MBD TID	33 26 — — —	45 35 — — —	Gibson Dunn & Crutcher, Washington, D.C. Gen'l Services Administration, Washington, D.C. US Fish & Wildlife Service, Arlington, VA US Dep't of State, Training Ctr., N. Virginia, VA Drinker Biddle & Reath, Washington, D.C.	Center for Innovative Tech., Fairfax County, VA Animal/Plant Insp. Service-USDA, Hyattsville, MD Food and Drug Administration, Bethesda, MD Advo Systems, Inc., Newark, DE National Ctr./Health Statistics, Hyattsville, MD
115	**Godwin & Associates** Atlanta	1.77	2.17	72.0	1.20	5 2 — — —	PP PM JC SDR JDR	NA 38 — — —	75 60 — — —	7 3 1 1 26	DES JD CADD MBD TID	30 23 NA 20 —	50 40 50 — —	Bank of Villa Rica, Villa Rica, GA Mgmt. Science America Regional office, Chicago Medical Ctr., Central GA Wellness Ctr., Macon, GA IBM Branch office, Tampa, FL Hewlett-Packard, Austin, TX	WFTV-9, Orlando, FL Commercial Bank/Douglasville, Douglasville, GA Federal Home Loan Bank, Atlanta Wiggin & Nourie, Manchester, NH McCann-Erickson, Atlanta
116	**The Rowland Associates, Inc.** Indianapolis	1.75	1.95	57.5	1.50	3 2 4 — —	PP PM JC SDR JDR	NA 42 35 — —	80 70 60 — —	6 7 2 2 24	DES JD CADD MBD TID	28 20 18 40 —	48 40 40 — —	Peat, Marwick, Main & Co., Indianapolis Minnetrista Cultural Center & Complex, Muncie, IN Indianapolis Convention Ctr., Indianapolis Kimball International, Jasper, IN Six Flags Over TX/USA Food Court, Arlington, VA	Delaware Country Club, Muncie, IN Center for Performing & Visual Arts, Munster, IN CrediThrift Financial Corp., Evansville, IN Hillenbrand Industries, Batesville, IN Bingham, Summers, Welsh & Spilman, Indianapolis
117	**Business Design Group** Philadelphia	1.75	1.75	25.0	1.50	2 5 — — —	PP PM JC SDR JDR	NA 35 — — —	85 65 — — —	8 2 3 3 30	DES JD CADD MBD TID	27 16 30 30 —	53 25 43 — —	Advanta Corporation, Horsham, PA Penn Mutual Life Insurance Co., Horsham, PA Intracorp, Anaheim, CA; Wayne/Plymouth Mtg., PA Atlantic Refining & Mkt. Co., Sinking Springs, PA Aqualon, New Castle Co., DE	The Nichols Company, Plymouth Meeting, PA ARCO, Newtown Square, PA University of Pennsylvania, Philadelphia, PA German, Gallagher & Murtagh, Philadelphia, PA Hoffritz for Cutlery (10-15 stores), NY, NJ, CA, FL
118	**The Intertect Group, Inc.** New York	1.74	1.93	15.2	59	2 4 1 2 —	PP PM JC SDR JDR	NA 40 35 30 —	120 90 65 60 —	3 — — — 14	DES JD CADD MBD TID	30 — — — —	55 — — — —	M.T.I. School, Newark, NJ Zayre Corporation, New York Fujitsu, New York McDonough, Marcus, Cohn & Tretter, New York Chemed Corp., New York	M.T.I. School, New York IBM, New York Herman Geist, New York Ogden-Allied, New York International Travel & Resorts, New York
119	**Settles Associates, Inc.** Arlington, VA	1.70	1.70	42.0	70	2 2 3 4 3	PP PM JC SDR JDR	NA 39 35 25 22	105 95 65 50 40	7 6 4 2 40	DES JD CADD MBD TID	28 18 20 32 —	54 35 40 — —	US Bureau Diplomatic Security, Washington, D.C. WJLA-TV, Washington, D.C. Social Security Administration, Wilkes-Barre, PA MCI Telecommunication Corp., Reston, VA Federal Home Loan Bank System, Washington, D.C.	Fed'l Communications Com., Washington, D.C. Small, Business Administration, Washington, D.C. Rouse & Associates, Arlington, VA Alcohol, Tobacco & Firearms, Washington, D.C. Ask Mr. Foster Travel, Alexandria, VA
120	**Smallwood, Reynolds, Stewart Stewart Interiors, Inc.** Atlanta Tampa, FL	1.70	2.26	96.8	1.29	3 4 6 — —	PP PM JC SDR JDR	NA NA NA — —	110 95 65 — —	8 8 1 — 32	DES JD CADD MBD TID	NA NA NA — —	57 35 NA — —	Belk Stores Services Headquarters, Charlotte, NC Auburn Univ. Hotel & Conference Ctr., Auburn, AL The Mall at Shelter Cove, Hilton Head Island, SC First Union Operations Center, Atlanta Progressive Insurance S.E. offices, Tampa, FL	Church Street Centre Mall, Nashville, TN Omni Durham Hotel & Convention Ctr., Durham, NC Colonial Co. Corporate offices, Montgomery, AL First Union Main Branch office, Augusta, GA Printpack Corporate Headquarters, Atlanta

NA indicates information not available. Indicates information not provided by designer and/or firm. All figures have been supplied by the designer or the firm.

RANK July '89 (July '88)	FIRM NAME HEADQUARTERS & BRANCH OFFICES	INTERIOR DESIGN FEES ('88)	TOTAL FIRM FEES ('88)	TOTAL SQ. FT. ('88)	DOLLAR VOLUME ('88)	STAFF DATA NO. OF EMPLOYEES	CATEGORY	AVERAGE SALARY ('88)	AVG. BILLING RATE ('88)	NO. OF EMPLOYEES	CATEGORY	AVERAGE SALARY ('89)	AVG. BILLING RATE ('89)	1988 INSTALLATIONS	1989 INSTALLATIONS
121 (120)	Wyatt Stapper Architects Seattle	1.68	2.50	25.0	1.00	2 6 10 8 8	PP PM JC SDR JDR	NA 38 33 28 24	90 65 55 50 45	8 — 4 1 57	DES JD CADD MBD TID	24 — 28 34 —	40 — 35 — —	The Russell Building, Tacoma, WA Keller Rohrback, Seattle Immunex Corporation, Seattle Freeman Welwood & Co., Inc., Seattle Elgin Syferd Hornall Anderson Des. Works, Seattle	Bogel & Gates, Seattle NIKE, Inc. World Headquarters, Beaverton, OR Executive Quarters suites, Seattle & Bellevue, WA Heller Ehrman White & McAuliffe, Seattle Chubb & Son, Inc., Seattle
122 (164)	Mitchell International Northfield, IL	1.68	5.60	18.0	1.00	1 9 — 5 8	PP PM JC SDR JDR	NA NA — NA NA	149 105 — 88 74	6 7 — 8 50	DES JD CADD MBD TID	NA NA — NA —	68 44 — — —	Mt. Sinai Medical Center, New York Hershey Medical Center, Hershey, PA Stanford University Hospital, Stanford, CA Washington Hospital Center, Washington, D.C. Arnold Palmer Children's Hospital, Orlando, FL	Medical College of Georgia, Augusta, GA Huntington Memorial Hospital, Pasadena, TX Univ. of Virginia Hospital, Charlottesville, VA Pocono Hospital, East Stroudsburg, PA Tuscon Medical Center, Tucson, AZ
123 (142)	Design 1 Interiors Los Angeles	1.65	12.83	30.0	1.10	3 1 — 3 4	PP PM JC SDR JDR	NA 48 — 33 23	90 60 — 43 35	8 8 — 4 54	DES JD CADD MBD TID	48 28 — — —	55 30 — — —	Leisure Technology, Ocean Hills II, Oceanside, CA Kaufman & Broad, Paris Del Webb Summerlin, Las Vegas, NV Braemar Country Club, Reseda, CA Costain Signet Series, Rancho California, CA	Prospect Savings & Loan, Totowa, NJ Somerset House, Victoria, Canada Park Wilshire, Los Angeles Bel Air Crest, Bel Air, CA Leisure Technology Montera, Oceanside, CA
124 (143)	Reeves Associates Architects Los Angeles	1.62	1.90	30.0	1.50	1 4 2 8 4	PP PM JC SDR JDR	NA 50 40 35 22	90 65 60 55 30	3 — 3 — 29	DES JD CADD MBD TID	35 — 30 — —	55 — 45 — —	Beverly Hills City Hall, Beverly Hills, CA Carter Hawley Hale, I.S.D., Anaheim, CA Pep Boys, 20 locations Gibralter Savings, 15 locations Alpha Beta, Irvine, CA	Del Amo Financial Center Retrofit, Torrance, CA Pep Boys, 20 locations Gibralter Savings, 10 locations Carter Hawley Hale, I.S.D., Anaheim, CA LA County Hall of Administration, Los Angeles
125 (153)	Chapman & Biber, AIA, Architects, Planners and Interior Designers Summit, NJ	1.60	3.20	24.0	60	1 2 2 — —	PP PM JC SDR JDR	NA NA NA — —	90 65 60 — —	2 2 — 1 11	DES JD CADD MBD TID	NA NA — NA —	55 35 — — —	City Fed'l Savings Admin. HQ, Somerset, NJ Rutgers Nat. Resources Bldg., New Brunswick, NJ First Atlantic Savings, South Plainfield, NJ City Fed'l Savings offices/branch bank, Union, NJ Spencer Industries, Inc., New Brunswick, NJ	Cosmair, Inc./Division of L'Oreal, Clark, NJ Hoagland, Longo et al Dev't, New Brunswick, NJ Gebhardt Kiefer attorneys, Clinton Township, NJ First Fidelity Bank, Newark, NJ Rutgers/dining hall & lab, New Brunswick, NJ
126 (—)	O'Donnell Wicklund Pigozzi & Peterson Architects, Inc. Deerfield, IL	1.60	7.99	19.9	33	3 4 5 6 2	PP PM JC SDR JDR	NA 41 34 28 22	95 68 58 48 45	4 2 1 1 28	DES JD CADD MBD TID	41 25 41 NA —	68 50 68 — —	Soc'l Ctr., Arthur Andersen & Co., St. Charles, IL Schaumburg Tnsp. Public Library, Schaumburg, IL Evangelical Lutheran Church of America, Chicago AT &T Communications, Oakbrook & DeKalb, IL	Lake Cty. Medical (Fitness Ctr), Libertyville, IL NW Memorial Hosp. Food/Nutrition Dept., Chicago University of Illinois/University Library, Chicago
127 (—)	Vinick Associates, Inc. Hartford, CT	1.58	1.75	40.6	70	4 3 4 5 3	PP PM JC SDR JDR	NA 70 40 35 25	150 75 50 45 35	5 — 3 — 31	DES JD CADD MBD TID	40 — 25 — —	48 — 35 — —	U.S. Specialty Retailing offices, Enfield, CT Ebenstein & Ebenstein, P.C., Hartford, CT University of Hartford book store, Bloomfield, CT Birchwood Country Club, Westport, CT Tumblebrook Country Club, Bloomfield, CT	Super Card Gallery, Waterford, CT Michaels Jewelers, Waterbury, CT Early Learning Ctr./toy stores, various locations Michelson, Kane, Royster & Barger, Hartford, CT Casual Corner, (20 stores), various locations
128 (—)	MIA Associates Garden City, NY	1.56	1.56	21.0	59	2 2 2 2 —	PP PM JC SDR JDR	NA 45 40 38 —	125 84 74 68 —	3 1 1 — 17	DES JD CADD MBD TID	37 35 33 — —	59 55 48 — —	H. Muehlstein & Co., Inc., Greenwich, CT Metropolitan Life Insurance, Islandia, NY NCR, Islandia, NY Home Federal Savings, Islandia, NY Syntellect, Islandia, NY	GSA, Islandia, NY Welco Wire & Cable Company, Farmingdale, NY Asia Development, Brooklyn, NY Southside Hospital, Bay Shore, NY Opthalmological Foundation of America, New York
129 (—)	The Mathes Group, A Professional Architecture Corporation New Orleans	1.55	3.14	15.7	31	1 1 1 1 1	PP PM JC SDR JDR	NA 45 32 27 21	100 65 49 39 32	1 1 1 — 10	DES JD CADD MBD TID	24 17 25 — —	36 25 35 — —	Touro Infirmary, New Orleans Freeport-McMoRan, Inc., New Orleans Place St. Charles (Fidinam USA Inc), New Orleans The Normandy Company, New Orleans South Central Bell, New Orleans	CNG Producing Company, New Orleans AT&T, Metairie, LA South Central Bell, New Orleans Touro Infirmary, New Orleans Place St. Charles (Fidinam USA Inc), New Orleans
130 (—)	Rothenberg Sawasy Architects, Inc. Los Angeles	1.55	1.83	34.0	80	2 1 2 3 2	PP PM JC SDR JDR	NA 50 40 32 25	150 125 95 75 50	3 2 — 1 18	DES JD CADD MBD TID	32 25 — 35 —	85 50 — — —	California Commerce Bank, Los Angeles Stewart Title, Glendale, CA Nossaman, Guthner, Knox & Elliott, Los Angeles Tokai Credit Corporation, Glendale, CA Cigna Healthplans of California, Los Angeles	Home Savings and Loan, Irwindale, CA Logicon, Inc., San Pedro, CA Freeman & Mills, Los Angeles James Econn & Company Insurance, Los Angeles Hill, Farrer & Burrill, Los Angeles
131 (—)	Fitzpatrick Design Group New York	1.55	1.83	15.0	50	3 4 2 2 2	PP PM JC SDR JDR	NA 50 40 38 26	125 30 22 20 12	2 1 — — 19	DES JD CADD MBD TID	48 30 — — —	30 12 — — —	Bonwit Tellers, Cincinnati Higbees, Flagship Store, Cleveland Bloomingdale's, Tyson's Corner, VA Dayton Hudson, Briarwood Mall, Ann Arbor, MI Colony Stores, National Account, Tampa, FL	Jordan Marsh, Burlington, MA Jordan Marsh, Bedford, MA Jordan Marsh, Somerville, MA Bloomingdale's Flagship, Main Floor, New York Bloomingdale's-Fashion Mall, Bloomington, MN

132	Oliver Design Group Pittsburgh	1.52	1.60	27.3	88	2	PP	NA	95	8	DES	26	50	USAir Operations Center, Pittsburgh Kirkpatrick & Lockhart, Pittsburgh Liggett Stashower, Cleveland Booz, Allen & Hamilton, Cleveland Capitol American Life Insurance Co., Cleveland	Union National Bank, Pittsburgh Tartan Laboratories, Pittsburgh Lowe Marshall, Inc., Cleveland Kahn, Kleinmann, Yanowitz & Arnson, Cleveland Laventhol & Horwath, Cleveland
						2	PM	32	65	8	JD	22	45		
(135)						—	JC	—	—	4	CADD	20	35		
						—	SDR	—	—	2	MBD	35	—		
						—	JDR	—	—	30	TID	—	—		
133	Hopping Kovach Grinnell Design Consultants, Ltd. Vancouver, British Columbia	1.52	1.53	17.0	22	5	PP	NA	75	4	DES	36	50	Vancouver Stock Exchange, Vancouver, BC Peat Marwick, Vancouver, BC Alexander Holburn Beaudin Lang, Vancouver, BC Canarim Investment Corp., Vancouver, BC Milner & Steer, Calgary	Fletcher Challenge, Vancouver, BC Parlee McLaws, Edmonton, Alberta Thorne, Ernst & Whinney, Vancouver, BC
						1	PM	45	55	3	JD	22	40		
(138)						—	JC	—	—	—	CADD	—	—		
						3	SDR	30	50	—	MBD	—	—		
						1	JDR	18	40	19	TID	—	—		
134	Cooper Carry Interiors Group, Inc. Atlanta	1.51	1.51	27.2	80	1	PP	NA	135	3	DES	24	60	Georgia Farm Bureau Federation, Macon, GA Crescent Office Buildings, Atlanta Paces West I, Atlanta Travelers Insurance, Orlando, FL Siemens-Allis, Inc., Atlanta	National Service Industries, Inc., Atlanta Paces West Phase II, Atlanta Barnett Bank Office Park, Jacksonville, FL Arnold AFB, Engineering Facility, Mobile, AL NC State Bureau of Investigation, Raleigh, NC
						6	PM	46	85	3	JD	33	45		
(128)						2	JC	29	55	1	CADD	25	60		
						1	SDR	29	55	1	MBD	22	—		
						3	JDR	19	35	24	TID	—	—		
135	J. Howard & Associates, Inc. San Diego	1.50	1.50	7.5	15	1	PP	NA	100	4	DES	34	55	Edward, White & Sody, San Diego Citicorp Savings, La Jolla, CA Sheppard, Mullin, Ritcher & Hampton, San Diego Ace Parking Headquarters, San Diego Baker McKenzie, San Diego	AT&T, San Diego Jennings, Engrstand, San Diego Brobelk Phelger, San Diego Court of Appeal, San Diego Sheppard, Mullin, Ritcher & Hampton, San Diego
						3	PM	55	80	4	JD	26	40		
(175)						3	JC	36	75	1	CADD	25	45		
						—	SDR	—	—	—	MBD	—	—		
						—	JDR	—	—	20	TID	—	—		
136	CHS Planning & Design Corp. New York	1.49	1.49	36.3	45	3	PP	NA	120	2	DES	45	85	Teachers Insurance & Annuity Assoc., New York Nynex, New York May Merchandising Corp., New York N.W. Ayer, New York Olympia & York, New York	Teachers Insurance & Annuity Assoc., New York Nynex, New York May Merchandising Corp., New York Olympia & York, New York Croyden Furniture Systems, Inc., New York
						4	PM	50	100	1	JD	20	55		
(112)						—	JC	—	—	—	CADD	—	—		
						4	SDR	40	80	2	MBD	45	—		
						3	JDR	28	65	21	TID	—	—		
137	Earl R. Flansburgh + Associates, Inc. Boston	1.48	3.60	32.0	70	2	PP	NA	125	4	DES	29	45	Wellington Management, Boston Travelers Insurance, Quincy, MA Boston College Sports Center, Chestnut Hill, MA TPF&C, Boston Warner & Stackpole, Boston	Ropes & Gray, Boston Mascenic Regional Schools, Mason, NH Electronic Warfare, McLean, VA Berkley Middle School, Berkely, MA Boston College Chemistry Bldg., Chestnut Hill, MA
						4	PM	49	75	2	JD	22	35		
(125)						2	JC	38	60	1	CADD	31	45		
						2	SDR	32	50	—	MBD	—	—		
						2	JDR	22	35	21	TID	—	—		
138	Dyer Brown & Associates, Inc. Boston New Bedford, MA	1.46	2.19	40.0	45	—	PP	—	—	2	DES	NA	40	National Finance Service Co., New York State Street Research & Management Co., Boston Linehan, Gallagher & Mahoney, Boston The Pioneer Group, Boston Looney & Grossman, Boston	Cushman & Wakefield, Boston Touche Ross & Company, Boston Digital Equipment, Somerville, MA F.D. Rich, Inc., Boston Fidelity Int'l/New Business Ctr., Reigate, England
						1	PM	NA	50	—	JD	—	—		
(148)						1	JC	NA	45	1	CADD	NA	35		
						—	SDR	—	—	—	MBD	—	—		
						1	JDR	NA	30	6	TID	—	—		
139	Womack - Humphreys Architects, Inc. Dallas Washington, D.C. Boston, Princeton, NJ Newport Beach, CA Boca Raton & Orlando, FL	1.43	3.41	12.5	1.42	2	PP	NA	100	1	DES	30	75	Greater Dallas Board of Realtors, Dallas Mc Donnell Douglas - Inco, Inc., McLean, VA Federal Depository Insurance Corporation, Dallas Brock & Kelfer Attorneys, San Antonio Upjohn Pharmaceuticals, Irving, TX	Dallas Water Utilities Admin. Bldg., Dallas Flanagan Group, Washington, D.C. Model homes, 140 units, Guilderland, NY Model home, 12 units, Newburg, NY Model home, 84 units, Youngstown, OH
						1	PM	36	75	2	JD	24	55		
(155)						1	JC	30	65	1	CADD	30	65		
						2	SDR	30	65	1	MBD	36	—		
						2	JDR	24	55	13	TID	—	—		
140	Alan Gaynor & Company, P.C. New York	1.42	1.51	45.9	1.16	2	PP	NA	NA	1	DES	NA	NA	Tompkins McGuire & Wachenfeld, Newark, NJ Shaw Data Services, Inc., New York/Fairfield, NJ Gikow, Biernan & Talesnick, Roseland, NJ Drexel Burnham Trading Corp., Fort Lee, NJ American Express Bank, New York	Smith New Court, Carl Marks Inc., New York Smith New Court, (Operations Ctr.), New York BBC/Lionheart Television, New York American Express Bank, New York
						2	PM	NA	NA	1	JD	NA	NA		
(—)						1	JC	NA	NA	2	CADD	NA	NA		
						—	SDR	—	—	1	MBD	NA	—		
						3	JDR	NA	NA	15	TID	—	—		
141	Reynold, Smith & Hills Architects Engineers Planners, Inc. Jacksonville, FL Atlanta, Orlando & Tampa, FL Greensboro, NC	1.42	41.29	5.0	1.80	1	PP	NA	100	7	DES	26	40	Florida Nat'l Bank Operations, Jacksonville, FL A.T.T., Atlanta A.T.T., Tucker, GA Marriott Hotel-Mayo Clinic, Jacksonville, FL Kay Chemical, Greensboro, NC	Deere-Hitachi, Kernersville, NC American Express Optima Center, Jacksonville, FL Commerce and Design Building, High Point, NC Orange County Public School Center, Orlando, FL Somerset Park, Raleigh, NC
						5	PM	36	51	7	JD	15	25		
(—)						—	JC	—	—	—	CADD	—	—		
						1	SDR	23	35	1	MBD	35	—		
						—	JDR	—	—	26	TID	—	—		
142	Diversified Interior Design, Inc. Philadelphia	1.40	1.40	13.9	28	4	PP	NA	60	12	DES	25	40	SmithKline Biosciences Laboratories, Trooper, PA Merck Sharp/Dohme Metro Reg'l, West Point, PA Pennsylvania Hospital, Philadelphia Philadelphia Health Associates, Philadelphia Record Copy Services, Philadelphia	Johnson/Johnson Patient Care, New Brunswick, NJ J.B. Lippincott Company, Philadelphia Bell Atlantic Directory Graphics, Valley Forge, PA Mutual Savings & Loan Association, Bay City, MI Cushman & Wakefield/Pennsylvania, Philadelphia
						8	PM	35	55	3	JD	18	30		
(—)						—	JC	—	—	3	CADD	23	35		
						—	SDR	—	—	1	MBD	34	—		
						—	JDR	—	—	39	TID	—	—		
143	Lendrum Interiors, Group Phoenix	1.37	7.20	30.0	1.20	2	PP	NA	70	4	DES	24	45	ASU Student Services Building, Tempe, AZ Touche Ross, Phoenix Salt River Project, Tempe, AZ Checker Auto, Phoenix Valley Bank Leasing, Phoenix	MeraBank Corporate Center, Phoenix Arizona Public Service Corporate HQ, Phoenix Scripps-Howard, Evansville, IN Sun State Savings Corporate HQ, Phoenix Apple Computer Regional HQ, Phoenix
						4	PM	35	60	5	JD	17	35		
(—)						—	JC	—	—	1	CADD	22	40		
						1	SDR	31	60	—	MBD	—	—		
						1	JDR	20	40	20	TID	—	—		

NA indicates information not available

indicates information not applicable to category and or firm. All rights have been reserved for the purpose of this listing

RANK July '89 (July '88)	FIRM NAME / HEADQUARTERS & BRANCH OFFICES	INTERIOR DESIGN FEES ($ Millions)	TOTAL FIRM FEES ($ Millions)	TOTAL SQ. FT. ($ Millions)	DOLLAR VOLUME ($ Millions)	STAFF DATA: NO. OF EMPLOYEES	CATEGORY	AVERAGE SALARY ($ '000)	AVG BILLING RATE SIMILAR	NO. OF EMPLOYEES	CATEGORY	AVERAGE SALARY ($ '000)	AVG BILLING RATE SIMILAR	1988 INSTALLATIONS	1989 INSTALLATIONS
144 (—)	Robison & Associates, Inc. Interior Architecture Coral Gables, FL	1.36	1.36	17.5	.50	1 PP 1 PM 1 JC — SDR 1 JDR	NA 45 35 — 19	NA NA NA — NA	4 DES — JD 1 CADD 1 MBD 13 TID	24 — 20 36 —	NA — NA — —	Dean Witter Reynolds, Inc., Miami Atico Savings Bank, Miami Florida National Bank, Coral Gables, FL Continental Illinois Bank, Miami & Boca Raton, FL Tishman Speyer Properties, Inc., Miami	Tishman Speyer Properties, Inc., Miami 901 Ponce (London & Leeds), Coral Gables, FL Lauran Capital, Miami Turner Construction, Coral Gables, FL Michael P. Born, M.D., South Miami, FL
145 (—)	Dorothy Draper & Co., Inc. New York London, St. Croix, VI White Sulpher Springs, West VA	1.35	6.00	25.0	NA	1 PP 24 PM — JC 18 SDR — JDR	NA 100 — 58 —	NA 155 — 110 —	20 DES — JD — CADD — MBD 73 TID	68 — — — —	130 — — — —	Dromoland Castle, Ireland Adare Manor, Ireland Ashford Castle, Ireland Villa Madeleine, St. Croix, VI Saucon Valley Country Club, Bethlehem, PA	Greenbrier Hotel, White Sulpher Springs, West VA Grand Hotel, Mackinac Island, MI Forsgate Country Club, Cranbury, NJ Inverurie Hotel, Paget, Bermuda Villa Madeleine, St. Croix, VI
146 (—)	Calcara Duffendack Foss Manlove Architecture Kansas City, MO	1.32	2.10	35.0	.75	1 PP 1 PM 2 JC 3 SDR 2 JDR	NA 40 24 21 19	125 75 45 40 35	1 DES 1 JD — CADD 1 MBD 14 TID	23 19 — 33 —	45 35 — — —	Twentieth Century Investors, Kansas City, MO Informix Software, Lenexa, KS Kansas City Transp. Oper. Ctr., Kansas City, MO Marsh & McLennan, Kansas City, MO Apple Computer, Overland Park, KS	Decatur Hotel & Convention Center, Decatur, GA National Collegiate Athletic Assoc., Mission, KS US Sprint, City of Lenexa, KS Nat'l Colleg. Athletic Assoc., Overland Park, KS Campus City Downtown Airport, Kansas City, MO
147 (173)	Rothe-Johnson Associates Edison, NJ	1.32	4.00	17.5	.55	1 PP 2 PM 3 JC 2 SDR 2 JDR	NA 58 47 40 28	125 95 85 75 45	2 DES 2 JD 1 CADD — MBD 16 TID	40 28 25 — —	75 45 25 — —	Chemical Bank, New York Goldstar Electronics, Englewood Cliffs, NJ Wilentz, Goldman & Spitzer, Woodbridge, NJ Pfizer, Inc., New York Essex & Sussex, Spring Lake, NJ	Chemical Bank, New York Amboy Madison National Bank, Old Bridge, NJ Cargill, New York The Trenton Office Facility, Trenton, NJ Blue Cross/Blue Shield offices, Newark, NJ
148 (191)	Interior Design Development, Inc. Costa Mesa, CA	1.32	2.20	4.9	.61	2 PP 2 PM 2 JC — SDR — JDR	NA 42 30 — —	85 85 85 — —	3 DES 3 JD — CADD 1 MBD 15 TID	35 24 — 33 —	85 65 — — —	Prudential Real Estate Affils., Newport Beach, CA City of Hope National Medical Center, Duarte, CA Hollywood Presbyterian Hospital, Hollywood Parkview Community Hospital, Riverside, CA Covington Technologies, various locations in CA	City of Hope National Medical Center, Duarte, CA Parkview Community Hospital, Riverside, CA Kaiser Permanente, Orange, CA Western Neuro Care Center, Tustin, CA Hollywood Presbyterian Hospital, Hollywood
149 (150)	Interior Space, Inc. St. Louis	1.32	1.43	15.0	1.20	4 PP 4 PM — JC — SDR — JDR	NA 31 — — —	95 65 — — —	10 DES 3 JD — CADD — MBD 29 TID	23 17 — — —	50 35 — — —	Citicorp Acceptance Company Services, St. Louis Stifel Financial Corporation, St. Louis Southwestern Bell Telephone, St. Louis Scott Air Force Base, MAC Headquarters, IL Defence Mapping Agency Aerospace Ctr., St. Louis	Union Electric Company, St. Louis Landmark Bank Headquarters, St. Louis Defence Mapping Agency Aerospace Ctr., St. Louis Cass Information Systems, St. Louis
150 (112)	Owen and Mandolfo, Inc. New York Paris, Munich, Germany	1.30	1.37	30.0	.20	3 PP 4 PM 3 JC — SDR 3 JDR	NA 55 40 — 25	110 80 60 — 42	3 DES 2 JD 1 CADD 1 MBD 23 TID	45 28 37 35 —	75 42 55 — —	Commerzbank Capital Markets Corp., New York Castle and Cooke, New York Dime Savings Bank, various branches, New York Neiman-Marcus, San Francisco GTE Headquarters, Stamford, CT	Dime Savings Bank, various branches, New York Chemical Bank, New York W.P. Carey, New York Republic National Bank, New York Trump Tower Stores, New York
151 (163)	Michael Asner Associates, Inc. Baltimore	1.29	1.43	8.5	.60	1 PP 5 PM 2 JC 4 SDR — JDR	NA 45 33 28 —	85 70 55 48 —	3 DES — JD — CADD 2 MBD 23 TID	22 — — 45 —	43 — — — —	Harford Mutual Insurance Co., Belair, MD Ferris & Co., Washington, D.C. Westinghouse, Columbia, MD CSX, Inc., Hunt Valley, MD Proctor & Gamble, Baltimore	Harford Mutual Insurance Co., Belair, MD Union Memorial Hospital, Baltimore American Trading & Production Corp., Baltimore University of Maryland Medical System, Baltimore The Rittenhouse/Hotel-Condominiums, Philadelphia
152 (132)	Kasler & Associates, Inc. Indianapolis Cincinnati	1.25	1.25	32.0	1.10	5 PP 5 PM — JC 4 SDR — JDR	NA 36 — 25 —	65 55 — 50 —	5 DES 2 JD 2 CADD 1 MBD 32 TID	25 15 30 NA —	55 50 55 — —	Chiquita Brands, Inc., Cincinnati Bank One, Lafayette, IN Conner Prairie Museum, Noblesville, IN Senmed, Cincinnati Prudential Property, Inc., Cincinnati	Bank One Ctr./tenant space planning, Indianapolis Locke Reynolds Boyd & Weisell, Indianapolis Price Waterhouse, Indianapolis John Morrell & Company, Cincinnati MCI Telecommunications, Cincinnati
153	Donna Vaughan & Associates, Inc. Dallas	1.24	1.28	18.8	1.10	1 PP 8 PM 7 JC 1 SDR — JDR	NA 40 23 37 —	120 65 45 45 —	— DES 2 JD — CADD 1 MBD 25 TID	— 18 — 80 —	— 35 — — —	The Swearingen Company, Dallas Sedco Forex, Dallas Lundberg Pool, Charter Company, Dallas American General Group Insurance Co., Dallas HOFCA, Dallas	County Seat, Dallas Trinity Insurance Company, Dallas American General Group Insurance Co., Dallas Morton H. Meyerson Symphony Hall, Dallas Hutcheson Grundy Law Firm, Dallas
154	H. Hendy Associates (formerly LoweHendy Assoc.) Irvine, CA	1.23	1.23	40.0	72	1 PP 3 PM — JC — SDR — JDR	NA 50 — — —	100 75 — — —	10 DES 1 JD 1 CADD 1 MBD 20 TID	29 18 30 60 —	55 45 55 — —	Unisys, Santa Ana, CA Homedco, Fountain Valley, CA Sparta, Yorba Linda, CA Equitable, Irvine, CA Mission Viejo National Bank, Mission Viejo, CA	Medstone, Inc., Irvine, CA TransCom, Irvine, CA Unisys, Santa Ana, CA Griffin Related Properties, Santa Ana, CA P.W.S., Monterey Park, CA

155 (143)	**gb Design, Inc.** Kansas City, MO	1.22	1.22	18.0	60	2 4 1 1 —	PP PM JC SDR JDR	NA 28 27 17 —	120 60 60 43 —	3 2 — — 21	DES JD CADD MBD TID	23 17 — — —	48 43 — — —	DST Systems, Inc., Kansas City, MO DST Systems, Inc.-Cash Share, Kansas City, MO Investors Fiduciary Trust, Kansas City, MO Vantage Computer Systems, Wethersfield, CT Keystone Investor Resource Ctr., Cambridge, MA	DST Systems, Kansas City, MO Investors Fiduciary Trust, Kansas City, MO Apropos Stores, various cities nationwide Kemper Financial Services, Kansas City, MO Cigna, Overland Park, KS
156 (156)	**Giffels Associates, Inc.** Southfield, MI Giffels Hoyem Basso, Troy, MI	1.22	40.70	101.9	5.08	— 2 — — —	PP PM JC SDR JDR	— 52 — — —	— 63 — — —	2 1 1 — 6	DES JD CADD MBD TID	40 25 25 — —	47 31 31 — —	Toyota Motor Corporation, Scott County, KY IBM ASTC, East Fishkill, NY Vanguard Office Center, Southfield, MI Shore Club, St. Clair Shores, MI Digital Equipment Corp., Novi, MI	Michigan Correctional Facilities, various in MI AWTEC, Plymouth, MI MSU Jack Breslin Student Center, E. Lansing, MI BASF, Wyandotte, MI Digital Equipment Corporation, Cincinnati
157 (—)	**Watkins Carter Hamilton Architects, Inc.** Bellaire, TX	1.19	1.19	4.0	19	3 5 1 5 5	PP PM JC SDR JDR	NA 46 36 31 22	85 75 65 55 40	4 1 — 1 29	DES JD CADD MBD TID	34 21 — 32 —	50 45 — — —	St. Luke's Episcopal Hospital, Houston Texas Children's Hospital, Houston Hermann Hospital, Houston The Institute Rehabilitation & Research, Houston MBank, Houston	The Institute Rehabilitation & Research, Houston Hermann Hospital, Houston Texoma Medical Center, Denison, TX Universal Medical Buildings, Milwaukee St. Luke's Episcopal Hospital, Houston
158 (134)	**C.W. Fentress and Associates, P.C.** Denver	1.17	2.90	32.7	98	3 4 7 5 5	PP PM JC SDR JDR	NA 43 30 27 22	125 85 65 50 40	11 5 1 4 55	DES JD CADD MBD TID	38 22 15 40 —	69 40 28 — —	Citicorp Diners Club, Englewood, CO State Social Services, Denver Internal Revenue Service, Denver IBM, Denver Morrison & Foerster, Denver	Jefferson County Human Services, Golden, CO The Denver Post, Denver City Office Buildings, Denver Centel, Pueblo, CO Denver Art Museum, Denver
159 (—)	**TD I, Incorporated** Alexandria, VA	1.17	1.30	10.8	74	1 2 2 1 —	PP PM JC SDR JDR	NA 50 35 30 —	90 65 55 50 —	2 2 — 1 14	DES JD CADD MBD TID	35 25 — 25 —	55 40 — — —	Tysons Corner Center, McLean, VA Federal Express Corporation, Springfield, VA American University, Washington, D.C. US Navy, Washington, D.C. Sequoia Building Corporation, Manassas, VA	Hadid Development Corporation, Washington, D.C. Hadid Development Corporation, Rockville, MD Federal Express Corporation, New York Sequoia Building Corporation, Manassas, VA Federal Express Corporation, Gaithersburg, MD
160 (126)	**Facility Design Associates, Inc.** Chicago	1.16	1.16	19.4	78	1 6 — 2 1	PP PM JC SDR JDR	NA 39 — 36 21	100 71 — 66 38	2 2 2 — 19	DES JD CADD MBD TID	27 18 28 — —	50 33 52 — —	Kemper Financial Services, Chicago Chicago Board Options Exchange, Chicago Chicago Board of Trade, Chicago Northwestern University Medical School, Chicago Celtic Life Insurance Company, Hartford, CT	Chicago Board of Trade, Chicago Chicago Board Options Exchange, Chicago American Stock Exchange, New York Bakers Square Corporate HQ, Matteson, IL 120 North LaSalle Leasing Offices, Chicago
161 (—)	**AP&T (Abrahamian Pagliassotti & Tanaka)** Pasadena, CA	1.15	-2.30	50.0	50	3 8 4 — —	PP PM JC SDR JDR	NA 55 39 — —	NA 80 60 — —	2 — 4 — 24	DES JD CADD MBD TID	39 — 30 — —	60 — 50 — —	ARCO Products Company, Los Angeles Teradata Corporation, Los Angeles Kaiser Permanente, Panorama City, CA Transaction Technology, Inc., Santa Monica, CA Girardi, Keese & Crane, Los Angeles	
162 (—)	**Interior Space Specialists, Inc.** Livingston, NJ	1.15	1.15	17.3	90	3 2 — 3 2	PP PM JC SDR JDR	NA 39 — 31 20	95 75 — 55 45	3 2 1 3 24	DES JD CADD MBD TID	35 20 32 45 —	65 50 45 — —	III University Plaza, Hackensack, NJ Crompton and Knowles Corp., Mahwah, NJ Essex County Airport Executive Ctr., Fairfield, NJ Franklin Tower, Piscataway, NJ Hoes Lane, Piscataway, NJ	Wakefern Corp., (Shoprite), Elizabeth, NJ Pediatric Professional Assoc., Oakridge, NJ Polity Plaza, Hackensack, NJ Winston Towers, Edgewater, NJ Millbrook Park, Randolph, NJ
163 (172)	**Burroughs Roos Grierson, Inc.** Washington, D.C.	1.12	1.38	26.8	60	4 — 3 3 3	PP PM JC SDR JDR	NA — 54 34 25	NA — 65 48 36	3 3 — — 23	DES JD CADD MBD TID	45 23 — — —	58 48 — — —	Bureau National Affairs, Inc., Washington, D.C. The Lane Company Corporate HQ, Alta Vista, VA Schmeltzer Aptaker & Sheppard, Washington, D.C. Bell Atlanticom, Silver Spring, MD Thacher Proffitt & Wood, Washington, D.C.	Bureau National Affairs, Inc., Washington, D.C. Action Industries Corporate HQ, Tupelo, MS Bonner & O'Connell, Washington, D.C. Bond Beebe Barton Muckelbauer, Washington, D.C. Electronic Industry Association, Washington, D.C.
164 (—)	**J.T. Nakaoka Associates Architects** Los Angeles	1.11	1.29	16.2	40	2 2 2 2 1	PP PM JC SDR JDR	NA 47 35 30 20	85 70 55 48 35	2 1 — 1 15	DES JD CADD MBD TID	40 23 — NA —	65 NA — — —	Bergdoff Goodman, New York Broadway Department Stores, various cities, CA Home Express, Tustin, CA Petite Sophisticate Prototype, Los Angeles Southern CA Gas Divisional HQ, Monterey Park, CA	Lens Crafters-existing & new, various states Imaginarium-Prototype Design, various cities, CA Ross Stores-Prototype Design, nationwide Craftmart Store-Prototype Design, various, CA Home Express, Concord, CA
165 (—)	**Loebl Schlossman and Hackl, Inc.** Chicago	1.11	9.70	38.2	54	— 4 1 3 1	PP PM JC SDR JDR	— 45 34 26 18	— 83 60 45 31	8 2 — 1 21	DES JD CADD MBD TID	24 21 — NA —	44 39 — — —	Allstate Plaza West, Northbrook, IL Benefit Trust Life, Lake Forest, IL Harris Bank, Chicago Hinsdale Hospital, Hinsdale, IL	Harris Bank (Continued work), Chicago Wheels, Inc., Chicago Allstate Plaza West, Northbrook, IL Benefit Trust Life, Lake Forest, IL Hinsdale Hospital, Hinsdale, IL
166 (171)	**CBT Childs Bertman Tseckares & Casendino, Inc.** Boston	1.07	7.93	11.9	50	1 4 2 — —	PP PM JC SDR JDR	NA 42 38 — —	135 80 75 — —	3 3 1 1 17	DES JD CADD MBD TID	32 25 25 25 —	80 65 45 — —	Apollo Computer, Chelmsford, MA Jennison Associates, Boston Amica Insurance, Smithfield & Providence, RI Tufts Univ. Admission office, Medford, MA Dean Witter Reynolds, various Northeast locations	Chancellor Corp., Boston Cambridgeport Savings Bank, Cambridge, MA Tucker Anthony & R.L. Day, Boston Jetport All Suites Hotel, Portland, ME 5 Cents Savings Bank, Quincy, Boston, Milton, MA

NA indicates information not available. — indicates information not applicable for category and/or firm. All figures have been rounded off for the purpose of the listing.

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RANK July '89	FIRM NAME / HEADQUARTERS & BRANCH OFFICES	INTERIOR DESIGN FEES	TOTAL FIRM FEES	TOTAL SQ. FT.	DOLLAR VOLUME	STAFF DATA: NO. OF EMPLOYEES	CATEGORY	AVERAGE SALARY	AVG. BILLING RATE	NO. OF EMPLOYEES	CATEGORY	AVERAGE SALARY	AVG. BILLING RATE	1988 INSTALLATIONS	1989 INSTALLATIONS
167	Morris Architects Houston Baltimore, Washington, D.C., Orlando, FL	1.05	4.70	28.0	1.40	2 2 2 1 2	PP PM JC SDR JDR	NA 40 33 30 20	95 69 57 52 35	4 1 1 1 17	DES JD CADD MBD TID	35 25 30 25 —	60 45 52 — —	Methodist Hospital, Houston Memorial SW Professional Office Bldg. II, Houston Charlotte Library, Charlotte, NC Swann and Haddock, Orlando, FL MBank - Greenspoint, Houston	Moody Gardens Bldgs Hope Arena, Galveston, TX Texas Heart Institute, Houston Navy Memorial, Market Square, Washington, D.C. Orlando Magic Arena - Sky boxes, Orlando, FL Astrodome Astroarena, Houston
168	Carlsten Associates, P.C. Atlanta	1.05	1.10	9.5	66	1 2 3 — —	PP PM JC SDR JDR	NA 40 32 — —	100 65 55 — —	4 4 3 — 22	DES JD CADD MBD TID	27 19 22 — —	45 35 35 — —	Fulton Federal S & L Corporate Offices, Atlanta Xerox, Atlanta Cryolife, Atlanta Dr. Allman, Atlanta Nissho Iwai American Corporation, Atlanta	Concourse V, The Landmarks Group, Atlanta One Georgia Center, Faison Steinemann, Atlanta American International Group, Atlanta Capital Placement, Atlanta International Marketing, Atlanta
169	DuBose Associates, Inc. Architects Hartford, CT	1.03	3.09	9.6	1.20	2 1 3 — —	PP PM JC SDR JDR	NA NA NA — —	75 65 55 — —	1 2 2 1 16	DES JD CADD MBD TID	NA NA NA NA —	50 45 55 — —	Connecticut National Bank, Hartford, CT Heublein R&D, Hartford, CT Aetna Life and Casualty, Hartford, CT CIGNA Claim Office, Farmington, CT Xerox - Hartford, Hartford, CT	Connecticut National Bank, Hartford, CT Barclays Amer. Business Credit, Glastonbury, CT Gothic Park, Hartford, CT CT Nat'l Bank Branch Properties, various CT sites St. Francis Hospital Emergency Room, Hartford, CT
170	The Space Management And Design Group San Francisco	1.02	1.14	16.0	41	2 2 — 4 1	PP PM JC SDR JDR	NA 37 — 31 20	70 55 — 46 30	2 — — — 12	DES JD CADD MBD TID	35 — — — —	53 — — — —	Thelen, Marrin, Johnson & Bridges, San Francisco Coroon & Black, San Francisco McCaulou's, Napa, CA Gold's Gym, San Francisco Metro Center, Foster City, CA	Thelen, Marrin, Johnson & Bridges, San Francisco Colbentz, Cahen, McCabe & Breyer, San Francisco Rothschild's, Oklahoma City, OK McCaulou's, Davis, CA Metro Center, Foster City, CA
171	Benson, Hlavaty & Associates, Inc. Dallas Fort Worth, TX	1.02	1.13	50.1	1.93	3 2 — 2 2	PP PM JC SDR JDR	NA 35 — 30 27	85 60 — 55 50	4 3 — 1 20	DES JD CADD MBD TID	31 25 — 40 —	53 40 — — —	Maxus Energy Corporation, Amarillo, TX Digital Equipment Corporation, Addison, TX CNA Insurance, Dallas One Dallas Centre, Dallas Cox Oil & Gas, Dallas	Vial, Hamilton, Koch & Knox, Dallas Maxus Energy Corporation, Dallas Alexander & Alexander of Texas, Dallas Eppler, Guerin & Turner, Inc., Dallas Rexene Corporation, Dallas
172	Rhycof Design Associates, Inc. Atlanta	1.00	1.54	25.0	5.43	2 2 — — —	PP PM JC SDR JDR	NA 30 — — —	90 75 — — —	3 2 2 2 15	DES JD CADD MBD TID	27 21 29 25 —	55 45 65 — —	Unisys, Atlanta Hayes Microcomputer, Altanta Confederation Life Insurance, Atlanta Hurlbert Field, Ft. Walton, FL Intecolor, Atlanta	Hurlbert Field Support Ctr., Ft. Walton Beach, FL R.T. Evans Public Library, Canton, GA Woodstock Public Library, Woodstock, GA Knowledgeware, Inc., Atlanta, GA Knowledgeware, Inc., Washington, D.C.
173	Design Collective Incorporated Columbus, OH	1.00	1.11	9.5	31	2 3 — 2 —	PP PM JC SDR JDR	NA 35 — 20 —	NA 65 — 35 —	6 — — — 15	DES JD CADD MBD TID	20 — — — —	42 — — — —	Goal Systems International Inc., Columbus, OH Coopers & Lybrand, Columbus, OH Bank One Trust, Columbus, OH Lane, Alton & Horst, Columbus, OH Dean, Witter, Reynolds Inc., Cincinnati	Ernst & Whinney, Columbus, OH Wittenberg Univ. Student Ctr., Springfield, OH Price Waterhouse, Columbus, OH Mayflower Retirement Center, Orlando, FL Dean, Witter, Reynolds Inc., Cleveland, OH
174	Office Designs Phoenix Tucson, AZ	.99	1.07	21.5	1.30	— 3 — — 1	PP PM JC SDR JDR	NA NA — — NA	— 50 — — 28	11 5 2 1 26	DES JD CADD MBD TID	NA NA NA NA —	41 40 35 40 —	Lou Grubb Ford, Scottsdale, AZ Maricopa County Community College District United Pacific Insurance, Salt Lake City Arizona State University, Tempe, AZ MeraBank, Phoenix, AZ	Arizona State University, Tempe, AZ Sun State Savings, Phoenix Arizona Public Service, Phoenix Sola-Syntex, Petaluma, CA Moon Valley Country Club, Phoenix
175	Synectics Group, Inc. Chicago	.96	.99	2.7	.20	1 3 — 1 —	PP PM JC SDR JDR	NA 45 — 31 —	125 75 — 60 —	2 1 — — 10	DES JD CADD MBD TID	35 20 — — —	60 35 — — —	Zurich Amer. Insurance-Tower I, Schaumburg, IL Nissan, Schaumburg, IL Citicorp Plaza Lobbies, Chicago BMS, Rosemont, IL	Zurich Amer. Insurance-Tower II, Schaumburg, IL Acquilla, Chicago Woody's Cafeteria, Schaumburg, IL Woodfield Corporate Fitness Ctr., Schaumburg, IL Paysaver Credit Union Loan Office, Melrose Pk., IL
176	The Van Summern Group, Inc. Stamford, CT New York	.96	1.20	14.0	.40	4 2 2 1 2	PP PM JC SDR JDR	NA 39 30 36 22	75 60 45 55 35	2 — — 1 15	DES JD CADD MBD TID	36 — — 28 —	55 — — — —	Arthur Andersen & Co., Stamford, CT General Electric Investment Corp., Stamford, CT General Electric Credit Corp., Stamford, CT Northeast Utilities, Norwalk, CT Gateway Bank, Norwalk, CT	St. Vincent's Hospital, Harrison, NY General Electric Credit Corp., Stamford, CT Watertown Medical Offices, Watertown, CT The Bartlett Tree Experts, Inc., Stamford, CT Parfums deCoeur, Darien, CT
177	Osgood & Associates, Inc. Atlanta	.91	.91	25.5	.58	1 5 — 3 2	PP PM JC SDR JDR	NA 40 — 38 30	100 71 — 67 54	4 5 — 2 25	DES JD CADD MBD TID	40 28 — 40 —	71 49 — — —	Apple Computer, Inc., Atlanta Comptroller of the Currency, Los Angeles Prentiss Properties Ltd., Inc., Atlanta Smith, Currie & Hancock, Atlanta Summit Communications Group, Inc., Atlanta	News & Sun-Sentinel, Fort Lauderdale, FL Hewlett-Packard, 12 state region Constangy, Brooks & Smith, Atlanta Glass McCullough Sherrill & Harrold, Atlanta Peachtree Center Management Company, Atlanta

178	Russ Watson Associates San Francisco Newport Beach, CA	90	1.50	30.0	35	1 PP NA 125 2 PM 55 85 1 JC 40 70 2 SDR 40 70 2 JDR 25 45		2 DES 35 60 — JD — — 2 CADD 30 60 — MBD — — 15 TID — —	Blue Shield of California, San Francisco Mark Hopkins Hotel Conference Ctr., San Francisco San Francisco Medical Imaging Ctr., San Francisco Oxford Northern Group offices, San Francisco 650 Alabama Project, San Francisco	La Palma Center, La Palma, CA Orlando Center, Orlando, FL San Mateo Center, San Mateo, CA 511 Harrison, San Francisco Professional Center, West Palm Beach, FL
179	Perry, Dean, Rogers & Partners; Architects Boston	89	3.90	8.0	35	1 PP NA 150 2 PM 38 90 — JC — — 1 SDR 26 60 — JDR — —		4 DES 32 50 2 JD 22 40 — CADD — — — MBD — — 10 TID — —	The Stop & Shop Companies, Braintree, MA State Street Bank, North Quincy, MA Eastern Gas & Fuel Associates, Weston, MA Citicorp, Boston Rollins Burdick Hunter, Boston	Boston Five Cents Savings Bank, Boston Addison & Wesley Publishing Co., Reading, MA The Shawmut National Bank, Boston The Beal Companies, Boston State Street Bank, North Quincy, MA
180	KPA Design Group, Inc. (formerly Kenneth Parker Associates, Inc.) Philadelphia	89	1.30	35.2	62	3 PP NA 100 5 PM NA 63 2 JC NA 48 2 SDR NA 40 — JDR — —		4 DES NA 50 7 JD NA 25 1 CADD NA 40 2 MBD NA — 30 TID — —	Bristol Myers Products, Bridgewater, NJ Rorer Pharmaceutical Co., Ft. Washington, PA ARCO Chemical Company, Newtown Square, PA Delaware Group of Investment Funds, Philadelphia Price Waterhouse, Falls Church, VA	Mellon Bank East, Philadelphia Price Waterhouse, Philadelphia Dauphin Deposit Corporation, Harrisburg, PA Palace Hotel, Philadelphia Unisys Corporation, Philadelphia
181	GBD Interiors Portland, OR	88	88	13.2	36	3 PP NA 80 1 PM 35 70 1 JC 30 50 — SDR — — — JDR — —		2 DES 30 55 2 JD 24 45 2 CADD 24 45 3 MBD NA — 14 TID — —	Consolidated Freightways, Portland, OR Martin Bischoff law offices, Portland, OR Lindsay Hart law offices, Portland, OR Carl Greve Jewelers, Portland, OR Willamette Savings branches, seven OR branches	Porsche Cars North America, Inc., Reno, NV Courthouse Judges Chambers, Portland, OR Wieden & Kennedy, Inc., Portland, OR Pacific Lloyd Property 500 Bldg., Portland, OR The Eye Center, Portland, OR
182	Spector Group Interiors Group North Hills, NY	84	99	12.0	41	1 PP NA 180 2 PM 49 120 2 JC 42 80 2 SDR 34 60 1 JDR 18 40		1 DES 44 65 — JD 20 40 1 CADD 30 80 1 MBD 35 — 13 TID — —	Long Island Savings Bank, Huntington, NY Guttman Institute, New York Konica Headquarters, Melville, NY United States Post Office, Melville, NY Northville Industries, Melville, NY	General Accident Insurance Company, Melville, NY Computer Associates, Islandia, NY Maimonides Hospital, Brooklyn, NY Olsten Corporation, Westbury, NY Ernst & Whinney, Melville, NY
183	Saxelbye, Powell, Roberts & Ponder, Inc. Jacksonville, FL	84	2.90	6.0	25	1 PP NA 75 2 PM NA 70 1 JC NA 55 — SDR — — — JDR — —		2 DES NA 50 1 JD NA 45 2 CADD NA 35 — MBD — — 9 TID — —	BancBoston Mortgage Corp., Jacksonville, FL Jackson Building, Jacksonville, FL Lee High School, Jacksonville, FL Barnett Bank, Altamonte Springs, FL Florida National Bank, Starke, FL	Auditor General Building, Tallahassee, FL Barnett Prima Vista, Port St. Lucie, FL Lee High School Addition, Jacksonville, FL Koger Jackson Building, Jacksonville, FL San Jose Country Club, Jacksonville, FL
184	Gibbons Heidtmann & Salvador White Plains, NY	84	1.39	13.3	29	1 PP NA NA 2 PM 67 90 2 JC 48 68 2 SDR 42 55 1 JDR 24 33		2 DES 47 55 — JD — — 1 CADD 35 48 — MBD — — 12 TID — —	Perspective Resources, Inc., White Plains, NY Copiague Public Library, Copiague, NY Conran's store, Los Angeles Conran's store, Cambridge, MA Half Hollow Hills Public Library, Dix Hills, NY	Utica Mutual, Hempstead, NY VMS Realty Corp., Garden City, NY Coca Cola of NY, Greenburgh, NY Ossining Municipal Center, Ossining, NY Melville Public Library, Melville, NY
185	VVKR Incorporated Alexandria, VA	83	7.53	25.5	65	1 PP NA 135 2 PM 61 95 — JC — — 2 SDR 25 40 — JDR — —		2 DES 48 75 1 JD 38 60 1 CADD 29 45 1 MBD 20 — 11 TID — —	Enterprise Center, ATRE, Vienna, VA Jefferson Davis Twin Towers, Arlington, VA Software AG of North America, Reston, VA George Mason Humanities, Fairfax, VA Station Center, Alexandria, VA	Veterans Administration Medical Center, Salem, VA Newport News Courthouse, Newport News, VA Engineering Mgmt. Bldg.-Phase II, Norfolk, VA Gannett Foundation Building, Arlington, VA Cascades at Landmark, Alexandria, VA
186	Peter Marino Architect New York Philadelphia, Pennsylvania	81	2.30	9.5	08	1 PP NA NA 2 PM 65 120 10 JC 45 84 8 SDR 38 71 11 JDR 32 60		5 DES 48 89 6 JD 28 52 1 CADD 30 56 — MBD — — 64 TID — —	Datascope, Montvale, NJ Barneys World Financial Center, New York Calvin Klein Store, Dallas, TX Barneys New York International House, New York Steinitz Gallery, New York	Whittle Communications HQ, Knoxville, TN Pickfair, Beverly Hills, CA Armani residence, Milan, Italy Hirschfeld residence, Southampton, NY MacAndrews & Forbes, New York
187	Strategic Design Group Richmond, VA	80	80	10.8	50	2 PP NA 70 3 PM 37 60 — JC — — — SDR — — — JDR — —		7 DES 28 55 1 JD 20 50 1 CADD 25 70 1 MBD 40 — 18 TID — —	Touche Ross, Richmond, VA Virginia Power, Richmond, VA State Lottery Department, Richmond, VA Luck Stone Corporation, Manakin, VA Crestar, Richmond, VA	Martha Jefferson Hospital, Charlottesville, VA Dept. of Economic Development, Richmond, VA Retreat Hospital, Richmond, VA E.R. Carpenter, Richmond, VA United Network for Organ Sharing, Richmond, VA
188	Spector, Knapp & Baughman, Ltd Washington, D.C.	79	79	41.0	90	3 PP NA 75 2 PM NA 65 — JC — — — SDR — — — JDR — —		5 DES 34 53 — JD — — — CADD — — 1 MBD 30 — 13 TID — —	The Henry A. Long Company, Fairfax, VA Kaufman, Davis, Ruebelmann, et al., Bethesda, MD Wenderoth, Lind & Ponack, Washington, D.C. Peat Marwick Main & Co., Newport, RI Credit Union National Assoc., Washington, D.C.	Bldg. Owners & Mgr. Assoc., Washington, D.C. Automotive Parts Acces. Assoc., Bethesda, MD The Chubb Group Insurance Co., Washington, D.C. Americom Media Brokers, Washington, D.C. Southern Pacific Railroad, Washington, D.C.
189	Dennis R. Smith and Associates, Inc. San Francisco	79	79	6.6	18	1 PP NA 110 2 PM 42 68 2 JC 31 50 1 SDR 28 45 1 JDR 27 45		1 DES 30 50 3 JD 20 40 — CADD — — 1 MBD 36 — 14 TID — —	Peat Marwick & Main office, San Jose, CA Digital Equipment Company, San Francisco Continental Insurance Company, San Francisco Bank of California, HQ remodel, San Francisco Lillick, McHose & Charles, San Francisco	Lillick, McHose & Charles, San Francisco Bank of California Operations Center, Los Angeles Bank of California Banking Hall, Los Angeles Bank of California Banking Hall, San Francisco Peat Marwick & Main, Palo Alto, CA

RANK July '89	FIRM NAME HEADQUARTERS & BRANCH OFFICES	INTERIOR DESIGN FEES ($ MILLIONS)	TOTAL FIRM FEES ($ MILLIONS)	TOTAL SQ. FT. ($ MILLIONS)	DOLLAR VOLUME ($ MILLIONS)	STAFF DATA								1988 INSTALLATIONS	1989 INSTALLATIONS
						NO. OF EMPLOYEES	CATEGORY	AVERAGE SALARY ($ 'S'000'S)	AVG BILLING RATE ($/HR.)	NO. OF EMPLOYEES	CATEGORY	AVERAGE SALARY ($ 'S'000'S)	AVG BILLING RATE ($/HR.)		
190	Ken R. Harry Associates, Inc. Houston	79	1.00	9.2	25	1	PP	NA	125	3	DES	35	65	American Water Works Association, Denver Andrews & Kurth, Houston Fulbright & Jaworski, Austin, TX Celeron Corporation, Houston Total Minatome, Houston	Marsh & McLennan, Houston Andrews & Kurth, Dallas Atlas & Hall, McAllen, TX Sheinfeld, Maley & Kay, Houston Fulbright & Jaworski, Austin, TX
						2	PM	50	75	—	JD	—	—		
						—	JC	—	—	1	CADD	25	50		
						1	SDR	30	50	—	MBD	—	—		
						—	JDR	—	—	10	TID	—	—		
191	WHDI, Incorporated d b a Wheeler-Hildebrandt Minneapolis	77	78	9.9	59	2	PP	NA	75	—	DES	—	—	Piper, Jaffray & Hopwood, Minneapolis Hennepin County Gov't Dist. Courts, Minneapolis Marsh & McLennan, Inc., Minneapolis Minnetonka Corporation, Bloomington, MN McGladrey & Pullen, CPA, Minneapolis	Minneapolis Convention Center, Minneapolis Methodist Hospital, St. Louis Park, MN Midway Bar, St. Paul, MN DART Transit, St. Paul, MN Wayzata School System, Wayzata, MN
						1	PM	37	60	3	JD	20	35		
						—	JC	—	—	—	CADD	—	—		
						2	SDR	30	45	—	MBD	—	—		
						3	JDR	20	35	15	TID	—	—		
192	Space Planning Associates Sacramento, CA	75	1.67	22.0	50	1	PP	NA	75	2	DES	27	55	Bruceville Terrace, SNF, Sacramento, CA Dominican Hosp. Med. office bldg., Santa Cruz, CA Wells Fargo Deposit Processing, Sacramento, CA Cal Farm Insurance, Sacramento, CA State of CA, Dept. of Housing, Sacramento, CA	Peat Marwick Main, Sacramento, CA Sutter Coast Hospital, Crescent City, CA Kaiser Permanente Psych. Center, Sacramento, CA Vision Service Plan, Sacramento, CA Sacramento Municipal Utility District, Sacramento
						3	PM	37	65	1	JD	14	45		
						—	JC	—	—	1	CADD	21	45		
						—	SDR	—	—	—	MBD	—	—		
						—	JDR	—	—	14	TID	—	—		
193	JRS Architect, P.C. Mineola, NY	75	93	15.0	25	1	PP	NA	90	2	DES	35	60	Savings of America, Queens, NY Chemical Bank, Jericho, NY National Westminster Bank, New York Nynex Corp., New York Citicorp Corp., New York	Nynex Corp., New York National Westminster Bank, Melville, NY Savings of America, Valley Stream, NY Local-348, Kew Gardens, NY Chemical Bank, Brooklyn, NY
						4	PM	40	75	—	JD	—	—		
						2	JC	33	50	1	CADD	22	35		
						3	SDR	29	40	—	MBD	—	—		
						3	JDR	18	25	19	TID	—	—		
194	HSC + a Design Group, Inc. Greenvale, NY	74	99	4.3	38	1	PP	NA	125	1	DES	35	70	Commack office building, Commack, NY Hauppague office building, Hauppague, NY North Hills residence, North Hills, NY Dental office, Great Neck, NY	Hauppague Office Center, Hauppague, NY Brookville residence, Brookville, NY 23 Green Street office building, Huntington, NY 7 High Street office building, Huntington, NY 2171 Jericho Tnpk. office building, Smithtown, NY
						1	PM	45	70	—	JD	—	—		
						—	JC	—	—	—	CADD	—	—		
						1	SDR	30	60	—	MBD	—	—		
						—	JDR	—	—	5	TID	—	—		
195	Jain Malkin, Inc. La Jolla, CA	74	98	31.4	43	1	PP	NA	100	5	DES	26	50	Kaiser Vandever Clinic, San Diego Scripps Memorial Hospital expansion, La Jolla, CA San Deigo Hebrew Home, Encinitas, CA Mesa Vista Psychiatric Hospital, San Diego Mercy Hospital birthing center, San Diego	Kaiser Hospital, Fontana, CA St. Mary's Hosp. mental health unit, Tucson, AZ Parkway Medical Arts, Escondido, CA Village Hillcrest Med. office bldg., San Diego The Good Samaritan Hospital, San Jose, CA
						2	PM	38	60	2	JD	35	35		
						—	JC	—	—	2	CADD	18	50		
						—	SDR	—	—	—	MBD	25	—		
						—	JDR	—	—	16	TID	—	—		
196	Glave Newman Anderson Architects Richmond, VA	70	1.73	8.2	79	1	PP	NA	80	1	DES	24	50	IBM Central Virginia Headquarters, Richmond, VA Williams Mullen et al, Richmond, VA Linden Row Inn, Richmond, VA Siddall Matus & Coughter Agency, Richmond, VA Department of Corrections, Richmond, VA	United Guaranty Corporation, Greensboro, NC Rolm Headquarters, Richmond, VA Carolina Inn, Chapel Inn, NC Office of the Attorney General, Richmond, VA Media General, Inc., Richmond, VA
						2	PM	30	60	2	JD	17	45		
						—	JC	—	—	1	CADD	30	70		
						1	SDR	24	55	1	MBD	45	—		
						1	JDR	16	45	11	TID	—	—		
197	InterArch Cherry Hill, NJ Philadelphia	69	1.10	28.0	1.10	2	PP	NA	75	3	DES	27	43	Dorland & Sweeney, Philadelphia Travelers Mortgage Services Ctr., Mt. Laurel, NJ Commerce Bank Operations Center, Mt. Laurel, NJ Perkins Restaurants, Memphis, TN Arthur Young, Berwyn, PA	Cricket Software, Malvern, PA Shearer, Mette, Evans, & Woodside, Harrisburg, PA Beckman & Associates, Philadelphia Galloway National Golf Club, Galloway Tnsp., NJ Rorer Transportation Center, Duncannon, PA
						1	PM	45	60	3	JD	20	35		
						3	JC	35	50	—	CADD	—	—		
						1	SDR	27	45	1	MBD	25	—		
						—	JDR	—	—	18	TID	—	—		
198	HGA Interiors-A Division of HGA, Architects, Engineers Minneapolis Milwaukee	68	90	13.1	68	1	PP	NA	NA	5	DES	34	51	St. Therese Housing Complex, Hopkins, MN Univ. MN Electrical Engineering Fac., Minneapolis Woodland Elementary School, Eagan, MN Briggs & Morgan, Minneapolis & St. Paul, MN Rosemount Middle School, Rosemount, MN	Centerplace Hotel, Rochester, MN Mayo Education Building, Rochester, MN Baker Center Management Co., Minneapolis Eagan Middle and High School, Eagan, MN Briggs & Morgan law offices, Minneapolis
						1	PM	47	70	2	JD	20	30		
						—	JC	—	—	—	CADD	—	—		
						—	SDR	—	—	—	MBD	—	—		
						—	JDR	—	—	9	TID	—	—		
199	Contract Interiors, Inc. Southfield, MI Ann Arbor, MI	68	1.02	30.0	2.50	NA	PP	NA	NA	4	DES	29	45	Ford Motor Company, Dearborn, MI General Motors Corporation, Warren, MI Chrysler Corporation, Highland Park, MI Maccabees Mutual Life Insurance, Southfield, MI Palace of Auburn Hills, Auburn Hills, MI	Ford Motor Company, Dearborn, MI General Motors Corporation, Warren, MI Baker, Abbs, et al Advertising, Birmingham, MI Standard Federal Savings & Loan, Troy, MI Vandeverr, Garzia, et al, Birmingham, MI
						3	PM	35	50	8	JD	22	40		
						—	JC	—	—	2	CADD	30	65		
						—	SDR	—	—	1	MBD	32	—		
						—	JDR	—	—	21	TID	—	—		
200	Christy Associates, Inc. Lansing, MI	68	75	10.0	1.50	4	PP	NA	60	6	DES	28	45	Dep't Natural Resources State of MI, Lansing, MI Ernst & Whinney, Lansing, MI Accident Fund of MI, Lansing, MI Spicer Engineering, Saginaw, MI Sinai Hospital of Detroit, Detroit	Lansing General Hospital, Lansing, MI Nimont Advanced Materials, Lansing, MI PFS, Michigan Nat'l Bank Corp., Lansing, MI Mercy Memorial Medical Center, St. Joe, MI Second National Bank, Saginaw, MI
						4	PM	35	60	2	JD	11	25		
						3	JC	23	35	2	CADD	20	45		
						1	SDR	16	29	—	MBD	—	—		
						2	JDR	12	25	21	TID	—	—		

INTERIOR DESIGN

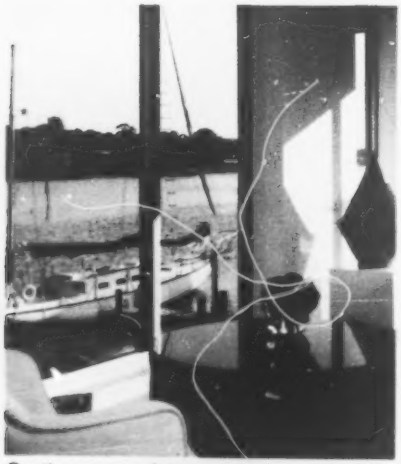
$6.00

OCTOBER 1989

100 HOTEL & RESTAURANT GIANTS

BELLEVUE HOTEL BY TOM LEE, LTD

THREE OFFICES BY POWELL KLEINSCHMIDT



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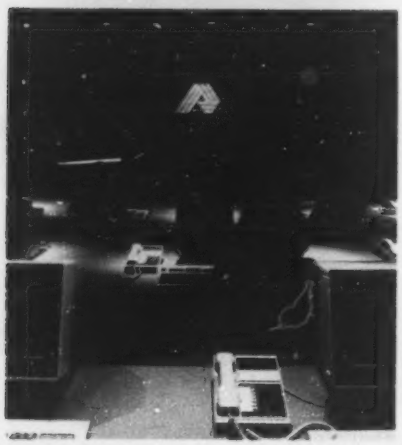

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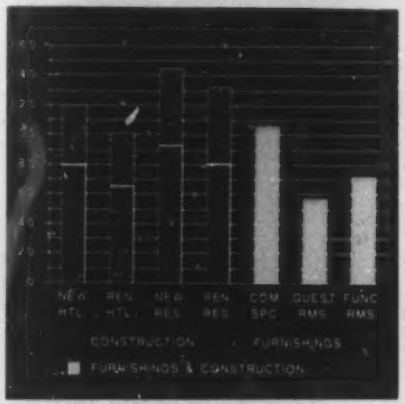

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1989 INTERIOR DESIGN HOTEL & RESTAURANT GIANTS

BY ANDREW LOEBELSON

This was a good year for the Hotel & Restaurant Giants. Hospitality-related design fees were up 21 million dollars or 19 percent over last year. The value of hospitality work created last year rose 16 percent from $2.086 billion to $2.411. And the number of employees of these 100 firms rose 18 percent, from 1,975 to 2,322.

Purchasing fees, however, declined $3 million or three percent. The shrinking of this statistic may be because the number of firms on our listing that derive more of their revenue from purchasing than design continued to decline from 25 in 1987 to 17 in 1988 to 12 this year. But the actual average percentage of income from purchasing rose from 40 percent last year to 45 this year, even excluding the Raygal Design Company, which had $1 million in design fees but 18 times that in purchasing fees.

These trends imply that more design firms are discovering the lucrative "purchasing" profit center and devoting substantial energies to marketing it.

Of the 100 Hotel & Restaurant Giants, 82 of them are interior design firms, seven are architecture firms, four are hotel-owned or related companies, one is a purchasing service company, and the rest classified themselves as "other." But they are all true hospitality specialists, with an average of 82 percent of their fee income and 78 percent of their purchasing income derived from the hospitality field.

These firms installed 94,000 guest rooms this year, up slightly from 91,000 last year; 1,114,000 function room seats, up substantially from 97,000; and many more restaurant seats, 302,000 compared to 204,000 last year. But these statistics are still, on average, below the banner year of 1987.

Installation costs have risen much higher than the rate of inflation this year. While new hotels cost $120.67 per square foot, up only pennies over last year, renovated hotels have risen about ten dollars to $101.90. New restaurants went up only about six dollars to $145.35, while renovation of restaurants went up about five dollars to $132.84. The cost of common rooms was up strongly, from $92.67 to $105.87. Guest rooms went from $52.99 to $57.59. And function rooms went from $62.62 to $72.36 (CHART ONE). That is somewhat over eight percent increase in costs this year over last year.

Continued

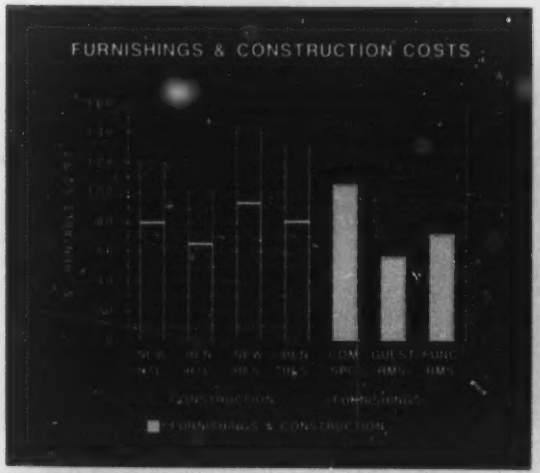

CHART ONE

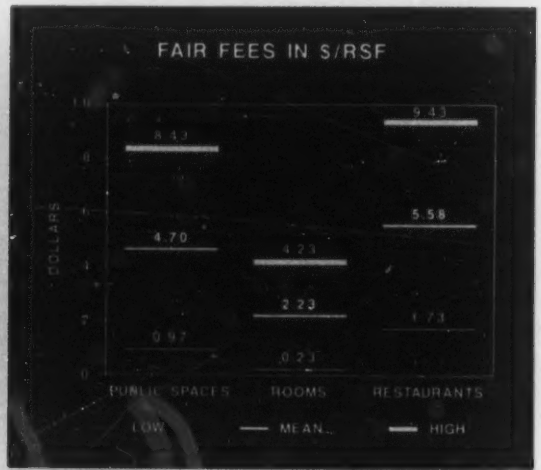

CHART TWO

CHART THREE

CHART FOUR

1989 Hotel & Restaurant Giants *Continued*

It should also be noted that there was more renovation work than new work, by a 56 to 44 margin.

Notwithstanding the increase in costs, fees per square foot were down somewhat. Public spaces were designed last year for $4.80 per sq. ft.—this year they were designed for $4.70. The cost of designing rooms went down from $2.98 to $2.23. And restaurants were down from $6.27 to $5.58 (CHART TWO).

Fees expressed as a percentage of work were not as hard hit. In fact, fees for public space rose slightly from 11.0 percent to 11.3. But fees for rooms dropped substantially from 8.5 percent to 6.7 and fees for restaurants also dropped somewhat, from 13.5 percent to 12.0 (CHART THREE).

When fees are expressed as billing rates per hour, based on multiples of the wages that employees have to be paid, the results are somewhat confused. Public spaces rose slightly, from $68.18 to $68.99. The costs for rooms rose from $60.71 to $62.58. And the cost for restaurants dropped slightly from $70.00 to $69.29 (CHART FOUR).

In order to meet their profit requirements, or perhaps just to raise the capital required to stay in this business, salaries and the resulting billing rates appear to be under attack. Principals/partners' average billing rate this year was $110.95. Project managers' average billing rates dropped from $91.95 to $81.51; job captains billed out at $60.78 down from $67.18; senior drafters dropped slightly from $54.91 to $54.79; junior drafters rose slightly to $40.12 from $39.48; project designers also rose slightly from $70.23 to $70.92; senior designers dropped from $64.13 to $59.93; junior designers dropped from $44.64 to $43.85; and CADD operators dropped from $50.81 to $43.88 (CHART FIVE).

Salaries, strangely enough, did not match these billing rate changes very closely. Project managers' average salaries dropped from $53,700 to $49,900. Job captains' salaries rose from $32,500 to $36,200. But senior drafters' salaries rose from $31,300 to $32,300, while junior drafters' salaries rose much less, from $21,500 to $21,600. Project designers' salaries rose from $36,800 to $38,200; senior designers went from $33,100 to $34,800; and junior designers went from $22,100 to $22,600. CADD operators' salaries went way down from $32,800 to $23,300. And, especially noteworthy, marketing personnel salaries are up more than those of anyone else, from $23,400 to $32,600 (CHART SIX).

Continued

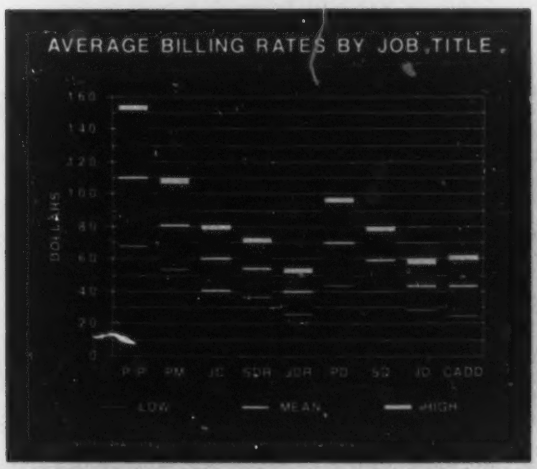

CHART FIVE

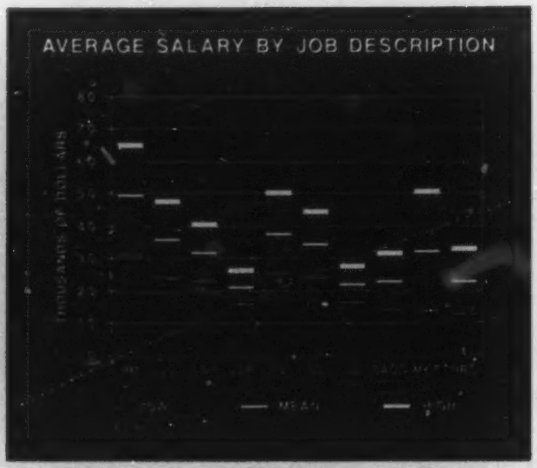

CHART SIX

1989 Hotel & Restaurant Giants *Continued*

There is also an unclear picture of how firms are reorganizing themselves to meet the pressure on their fee structures. There are more non-billable people than ever, 23 percent this year compared to 21 percent last year. However, 3.2 percent of them this year are marketing people, a category we did not separate from the rest last year.

There are fewer CADD operators this year, 1.4 percent versus two percent last year, although the newer, easier systems may mean there are fewer specialists in CADD, but the same number of drafters both years (19 percent). It should be noted that there are fewer senior drafters this year (ten percent versus 12) and more junior drafters (nine percent versus eight).

The senior people on the design side were also reduced; of total staffs, project designers slipped from 12 percent to ten, senior designers from 11 percent to nine, and junior designers stayed at 11 percent. There is an obvious reason why these senior categories were down: last year, we did not ask for the number of principals in each firm whereas, this year, we included principals as a separate category. As a result, the category of project managers dropped four percent and the project designers and marketing people each dropped two. What this seems to suggest is that last year the principals considered themselves project managers, project designers and marketing people. (CHART SEVEN)

Consultants are still used extensively in the hospitality field. Six are used in more than ten percent of all jobs. In order of most use, they are: lighting (used in 30 percent of all jobs), food (28 percent), art (22 percent), audio/visual (20 percent), purchasing (13 percent), and acoustical (11 percent) (CHART EIGHT).

The special areas that we track each year did not vary much. Physical fitness installations dropped from 43 percent to 41 of all installations, conference centers went up from 41 percent to 45, and day care centers stayed the same at three percent. Only business services changed substantially, rising from 15 to 21 percent of all installations.

This year, our respondents were hired even more often by top management, 62 percent versus 55 last year. And even more encouraging is that only 39 percent of all jobs are actually given to the low bidder. That means quality work at a reasonable price still wins out more often than a straight low bid.

This seems to be a confused year for the Hotel & Restaurant Giants. Volume is up, fee income is up, people are up, but fees per square foot, as a percentage and in billing rates, are mostly flat. There is an old Chinese curse—"May you live in interesting times." Interior design in the late 1980s is going through "interesting times." □

Andrew Loebelson is Vice President, Manager of Domestic Facilities for Salomon Brothers Inc., the New York investment banking firm.

Information compiled by Deana L. Luzzi. Reprints of this article are available for $2 each through Deana Luzzi at Interior Design, *249 West 17th Street, New York 10011, (212) 463-6675.*

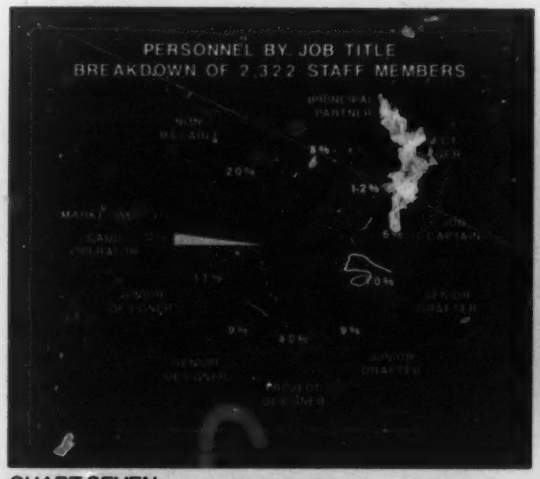

CHART SEVEN

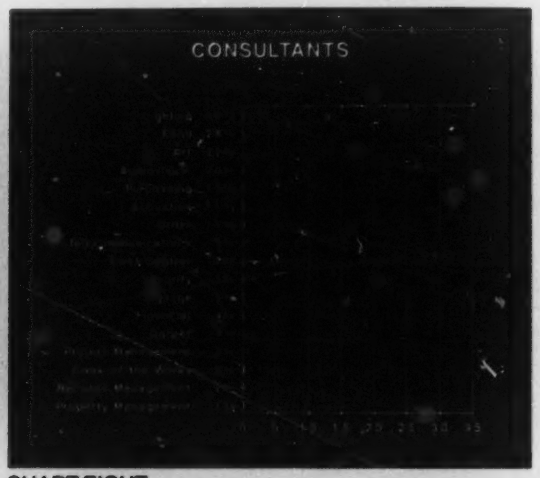

CHART EIGHT

MGR Project Managers/Directors and Job Captains
DES Project, Senior and Junior Designers
DR Senior & Junior Draftsmen and CADD Operators
NBS Non-Billable Staff
TID Total Interior Design Staff

RANK 1989 (1988)	FIRM NAME HEADQUARTERS & BRANCH OFFICES	HOSPITALITY FEES* Millions	DOLLAR VOL. In Millions	STAFF DATA No. of Empl. Category	Salary Range In Thousands	Billing Range In $/Hour	1988 INSTALLATIONS	1989 INSTALLATIONS
1 (1)	**Hirsch/Bedner and Associates** Santa Monica, CA Atlanta; Hong Kong; London	9.22	230.0	19 MGR 51 DES 62 DR 46 NBS 134 TID	NA NA NA NA —	65-180 70-125 50-65 — —	Hyatt Regency Waikoloa, Kamuela, HI Shanghai Hilton, China Marriott San Diego, San Diego Spanish Bay at Pebble Beach, CA Hyatt Regency Cologne, Germany	Park Hyatt, San Francisco Marriott, Hong Kong Hyatt on Union Square, San Francisco Hyatt Regency Maui, Maui, HI Hyatt Regency Belgrade, Yugoslavia
2 (—)	**Bent Severin & Associates** San Francisco Hong Kong; Singapore; Bangkok; Sydney; Kuala Lumpur	8.80	110.0	17 MGR 25 DES 65 DR 10 NBS 122 TID	38-60 30-38 22-33 24 —	75-100 40-75 30-40 — —	Ramada Renaissance, Okinawa, Japan Sheraton Gotenburg, Gotenburg, Sweden Orchard Hotel, Perth, Australia Peninsula Hotel, Hong Kong Central Plaza Hyatt, Bangkok, Thailand	Nusa Indah Hotel, Bali, Indonesia Sheraton, Noosa, Queensland, Australia Radisson Victoria, Sydney, Australia Brooklyn Resort, New South Wales, Australia Sheraton, San Maarten, Carribean
3 (2)	**Graham-Solano Ltd.** Woburn, MA London; Guadalajara, Mexico	8.30	204.0	14 MGR 25 DES 14 DR 18 NBS 71 TID	35-75 20-50 25-45 20-40 —	75-140 45-140 45-120 — —	Ramada Renaissance Hotel, Seoul, Korea Hilton International Hotel, Ankara, Turkey Vista Int'l Newark Airport, Newark, NJ Hilton Riverside & Towers, New Orleans Lexington Hotel-Taj International, New York	St. Regis Sheraton, New York Shangri-La Hotel Bangkok, Thailand Vista International, Waltham & Boston, MA Fiesta American Coral Hotel, Cancun, Mexico Vista International, New York
4 (3)	**Wilson & Associates** Dallas New York; Los Angeles; London	7.79	175.0	10 MGR 25 DES 25 DR 19 NBS 63 TID	60 25-40 20-40 NA —	100 60-95 60-75 — —	Disney's Carribean Beach Resort, Orlando, FL Hyatt Cancun Caribe, Cancun, Mexico The Broadmoor, Colorado Springs, CO The Dearborn Inn, Dearborn, MI The Horizon Condominium, New York	The Old Course Hotel, St. Andrew's, Scotland Walt Disney World Swan Hotel, Orlando, FL Hyatt Regency, Singapore Techwid Ramada Renaissance, Washington, DC Conrad International Hotel, Dublin, Ireland
5 (4)	**Dorothy Draper & Co., Inc.** New York London; St. Croix, VI; White Sulpher Springs, WV; County Clare, Ireland	6.40	30.0	24 MGR 20 DES 18 DR 10 NBS 72 TID	50-150 50-85 40-75 25-35 —	150 120-140 100-120 — —	Dromoland Castle, Ireland Ashford Castle, Ireland Adare Manor, Ireland Villa Madeleine, St. Croix, VI Seucon Valley Country Club, Bethlehem, PA	Grand Hotel, Mackinac Island, MI Greenbriar Hotel, White Sulpher Springs, WV Carmel-by-the-Sea, St. Croix, VI La Mer, St. Croix, VI Inverurie Hotel, Paget, Bermuda
6 (7)	**Lynn Wilson Associates, Inc.** Coral Gables, FL Los Angeles; Paris; Atlantic City, NJ	3.80	247.2	7 MGR 9 DES 6 DR 11 NBS 35 TID	45-75 20-50 30-70 18-60 —	75-100 35-75 35-75 — —	The Rittenhouse Square, Philadelphia El Cortez, San Diego, CA The Vinoy Park Hotel, St. Petersburg, FL The Bellefontaine Hotel & Spa, Lenox, MA Port de Plaissance, St. Maarten, Netherlands	Hemmeter Resort, St. Maarten, Netherlands Marriott, Cozumel, Mexico Casa Grande, Aruba Condado/La Concha Beach Resort, Puerto Rico Fuerteventura Palace, Canary Islands
7 (6)	**Yates-Silverman, Inc.** Los Angeles, CA Las Vegas, NV; Atlantic City, NJ	3.59	35.0	14 MGR 9 DES 7 DR 13 NBS 31 TID	37-48 20-33 24-33 25 —	53-69 35-48 29-48 — —	Trump Plaza Restaurants, Atlantic City, NJ Harrah's-Casino & Coffee Shop, Lake Tahoe, NV Caesars Tahoe-suites Lake Tahoe, NV El Rancho-Hi Rise Tower, Las Vegas, NV Gold Coast Casino (addition), Las Vegas, NV	Caesars Tahoe-suites/casino, Lake Tahoe, NV Caesars-restaurants, Atlantic City, NJ Trump Plaza-suites/dining, Atlantic City, NJ Trump Castle Casino, Atlantic City, NJ Valley Bank of Nevada-22 branches, NV
8 (8)	**Harper Design Company** Solon, OH	3.35	38.7	13 MGR 10 DES 4 DR 2 NBS 32 TID	46-58 21-40 35 13 —	55-80 30-45 40 — —	Stouffer Harborplace Hotel, Baltimore, MD Stouffer Concourse Hotel, Arlington, VA Stouffer Tower City Plaza Hotel, Cleveland Stouffer Waiohai Beach Resort, Kauai, HI Parker's Seafood Grill, Newport Beach, CA	Stouffer Tower City Plaza Hotel, Cleveland Stoffer Dallas Hotel, Dallas Beringer Hudson House, St. Helena, CA Stouffer Esmeralda Resort, Indian Wells, CA Stouffer Grand Beach Resort, St. Thomas, VI
9 (9)	**L.E. Seitz Assoc., Inc.** Coral Gables, FL	3.25	45.0	7 MGR 6 DES 5 DR 3 NBS 24 TID	NA NA NA NA —	NA NA NA — —	Sands Hotel/Casino, Atlantic City, NJ Sands Hotel/Casino, San Juan, PR Club Hollywood, Southbury, CT	Country Court Hotel Group, various, UK Regency Cheltenham, Cheltenham, England Thames Valley Park, Reading, England Inn on the Park, Cardiff, Whales The Grosvenor, Glasgtow, Scotland
10 (10)	**DiLeonardo International, Inc.** Warwick, RI London; San Francisco	3.23	100.0	11 MGR 9 DES 6 DR 9 NBS 26 TID	52-92 27-46 29-37 35 —	85 60-85 60 — —	Kellogg Center/MI State Univ., E. Lansing, MI Registry Hotel, Denver Oak Brook Hotel & Conf. Ctr., Oak Brook, IL Plaza Caracol (4 restaurants) Cancun, Mexico The Piper Hotel, Somerset, Bermuda	TropWorld Casino/Resort, Atlantic City, NJ Riviera Hotel/Casino, Las Vegas, NV Stone Mtn. Park Resort, DeKalb County, GA Johnson & Wales University, Warwick, RI Dubai Abjar Hotel, Dubai, United Arab Emirates
11 (5)	**Intradesign, Inc.** Los Angeles	2.78	NA	7 MGR 11 DES 7 DR 9 NBS 29 TID	42-55 20-50 27-40 30 —	75-100 45-75 60-70 — —	Grand Floridian Hotel, Orlando, FL Scottsdale Princess Hotel/Resort, Phoenix Hyatt Regency Hotel, Bellevue, WA Le Meridien Hotel/Coronado, San Diego Port Building Restaurant, Brisbane, Australia	Vista Marquette Hotel, Minneapolis Fairmont Hotel renovations, various sites Trump Group executive offices, New York Sherwood Hotel, Taipei, Taiwan Wilshire Ocean Terrace, Santa Monica, CA
12 (11)	**Hotel Services Division-** **a div. of Holiday Corporation** Memphis, TN	2.71	125.0	8 MGR 35 DES 10 DR 6 NBS 65 TID	43 32-48 24-29 17 —	44 44 44 — —	Embassy Suites, Raleigh, NC Holiday Inn-Lacaya Beach, Freeport, Bahamas Holiday Inn-Univerusty Center, Pittsburgh, PA Holiday Inn-public areas, Sunnyvale, CA Holiday Inn, Murfreesboro, TN	Holiday Inn Crowne Plaza, Washington, DC Holiday Casino/Holiday Inn, Las Vegas, NV Holiday Inn Crowne Plaza, Toulouse, France Holiday Inn Convention Center, Los Angeles Embassy Suites, Cleveland
13 (16)	**Beckham/Eisenman** Irvine, CA Las Vegas, NV	2.50	1.85	5 MGR 10 DES 5 DR 10 NBS 22 TID	38 26-32 30 35 —	45 35-40 45 — —	Frontier Hotel/Casino, Las Vegas, NV Soup Exchange, Las Vegas, NV Blazo's, Detroit Marie Callender's, Fairfield, CA Soup Exchange, Irvine, CA	Pondarosa Restaurant, Escondido, CA Charlie's, Las Vegas, NV Garlic Rose, Moreno Valley, CA Streetcar Restaurant, Cerritos, CA Gold River Hotel/Casino, Laughlin, NV
14 (12)	**Richard Pedroza Associates, Inc.** Los Angeles Emeryville, CA	2.45	20.0	2 MGR 2 DES 4 DR 3 NBS 12 TID	NA NA NA NA —	85-95 65-75 50-75 — —	Flamingo Hilton renovation, Reno, NV Flamingo Hilton addition, Reno, NV Lake Tahoe Hotel, Lake Tahoe, NV	Mori Point Conferrnce Center, Pacifica, CA Seaside, Seaside, CA
15 (20)	**Project Associates, Inc.** Los Angeles New York	2.21	85.0	5 MGR 8 DES 4 DR 5 NBS 17 TID	48-50 25-50 25-40 20 —	NA NA NA — —	Regent Beverly Wilshire, Beverly Hills, CA The Ritz Carlton, Chicago The Century Plaza Hotel, Century City, CA	Four Seasons Aviara Hotel, Carlsbad, CA Palm Springs Marquis, Palm Springs, CA Four Seasons Hotel, Philadelphia Four Seasons Hotel, Seattle, WA The Regent of Istanbul, Istanbul, Turkey
16 (—)	**Harold Thompson** **& Associates, Inc.** Encino, CA	2.20	2.5	2 MGR 2 DES 5 DR 2 NBS 15 TID	75 50 16-30 25 —	100 75 25-50 — —	Sheraton Grande at Tokyo Bay, Tokyo Seoul Plaza Hotel, Seoul, Korea Walker Hill Hotel, Seoul, Korea Seoul Hilton Hotel/guestrooms, Seoul, Korea Sat Grand Hotel, Minami Chiba, Japan	Walker Hill Hotel, Seoul, Korea Seoul Hilton/public spaces, Seoul, Korea Sat Grand Tower, Minami Chiba, Japan Sat Grand Health Club, Minami Chiba, Japan
17 (17)	**Index The Design Firm** Houston	2.13	60.0	4 MGR 9 DES 3 DR 4 NBS 18 TID	38-65 21-38 23-33 16-40 —	60-85 55-75 50-75 — —	Kingsmill Conf./Sports Ctr., Williamsburg, VA Compri Orlando, Orlando, FL Hyatt Regency renovation, San Antonio, TX Radisson Hotel renovation, Knoxville, TN Galvez Hotel renovation, Galveston, TX	Hyatt Hotel, Charlotte, NC Compri Casa de Palmas Hotel, McAllen, TX Compri Hotel, Jacksonville, FL Red Lion Inn, San Diego Conrad Hilton School-Hotel/Motel Mgt., Houston
18 (13)	**William Hetherington & Associates** Englewood, CO Chicago	1.98	52.0	3 MGR 4 DES 3 DR 3 NBS 16 TID	NA NA NA NA —	NA NA NA — —	Hyatt Regency Downtown-Phase I, Denver Hyatt Regency Austin, Austin, TX Sheraton Grand, Dallas Ramada Sea Tac, Seattle, WA Ramada Bloomington, Bloomington, MN	Hyatt Regency-Phase II, Vancouver, BC Hyatt Regency Oak Brook, Oak Brook, IL Ramada Schaumburg, Schaumburg, IL Ramada DFW, Dallas Radisson Columbus Hotel, Columbus, OH
19 (24)	**VHA Incorporated** **(Victor Huff & Associates)** Denver	1.80	13.1	4 MGR 13 DES 3 DR 7 NBS 10 TID	NA NA NA NA —	45-65 35-65 35 — —	Daytona Beach Marriott, Daytona Beach, FL Red Lion Salt Lake City, Salt Lake City, UT Marriott Mission Valley, San Diego Sheraton Bayside at Brickell Point, Miami Marriott Minnetonka, Minneapolis	Marriott West Covina, Los Angeles Red Lion Inn Modesto, Modesto, CA Washington Hilton & Towers, Washington, DC Marriott, Colorado Springs, CO Marriott Hotel Orlando, Orlando, FL
20 (19)	**Design 1 Interiors** Los Angeles	1.78	25.2	7 MGR 12 DES 12 DR 9 NBS 51 TID	30-65 25-40 25-40 20-30 —	75-90 45-74 40-55 — —	The Breakers at Niles, Niles, IL Hamilton House, Plantation, FL Oakwood ('The Un-Hotel') R&B, several in CA Leisure Ridge, Lakehurst, NJ Martin Hotel, San Francisco	Marriott Desert Springs, Palm Desert, CA Hilton Hotel, Ontario, CA Compri Hotel, Jupitar, FL Somerset House, Victoria, BC Heatherwood At Kings Way, Yarmouth, MA

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DES Project, Senior and Junior Designers
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21 (22)	**Barry Design Associates** Los Angeles	1.76	21.6	5 MGR 10 DES 4 DR 4 NBS 21 TID	38-46 27-38 27-38 26 —	60-65 38-48 33-58 — —	Westin Crown Center, Kansas City, MO Hyatt Regency Airport, Dallas/Ft. Worth, TX Hyatt Regency, Kansas City, MO Compri Hotel, Bensalem, PA Hyatt Regency Waikiki, Honolulu, HI	Loews Santa Monica, Santa Monica, CA Sheraton Anchorage, Anchorage, AL Narita Winds Hotel, Tokyo, Japan Royal Oak Hotel, Kyoto, Japan Forum Country Club, Tokyo, Japan
22 (—)	**James Northcutt Associates** Los Angeles	1.76	7.0	4 MGR 9 DES 2 DR 9 NBS 17 TID	45-65 32-42 20-24 27 —	65-150 65-105 65 — —	Hotel Hana Maui, Hana Ranch-Maui, Hawaii Four Seasons Biltmore, Santa Barbara, CA Beverly Hills Hotel, Beverly Hills, CA	Surf & Sand, Laguna Beach, CA Four Seasons Wailea, Maui, HI Checkers Hotel, Los Angeles Ocean Grand Hotel, Palm Beach, FL Mauna Kea Resort, Hawaii, HI
23 (33)	**Concepts 4, Inc.** El Segundo, CA Costa Mesa, CA	1.65	19.4	6 MGR 9 DES 3 DR 6 NBS 30 TID	NA NA NA NA —	75-100 50-65 75 — —	Raintree Plaza, Greeley, CO Vacation Inn-Old Town, San Diego Holiday Inn, Solvang, CA Quality Suites, Flagstaff, AZ West Park Hotel, Simi Valley, CA	Radisson Hotel-suites, Kansas City, MO Hyatt-Hutton Centre, Kansas City, MO Westin Hotel, San Diego The Sheraton, Rosemead, CA The Sheraton, Norwalk, CA
24 (21)	**Aumiller Youngquist, P.C.** Mt. Prospect, IL	1.62	15.0	9 MGR 2 DES 6 DR 2 NBS 21 TID	30-60 30-40 20-35 NA —	55-65 60 45-50 — —	Ed Debevic's Osaka, Japan Skipjack's, Boston Winner's Circle, Chicago America's Kitchen, Chicago CityScape, Chicago	The Eccentric, Chicago Tucci Benucch, Chicago Excalibur, Chicago Ceres Cafe, Chicago The Boat Club, Chicago
25 (—)	**Lee-Rovtar Associates** Santa Monica, CA	1.50	NA	5 MGR 7 DES 4 DR 3 NBS 23 TID	45-50 45-50 25-35 NA —	NA NA NA — —	Sheraton Universal Hotel, Universal City, CA Doubletree Fisherman's Wharf, Monterey, CA Hyatt Regency, Baltimore Hyatt Regency, Chicago Hyatt Regency, Scottsdale, AZ	Sheraton Grande at Torrey Pines, La Jolla, CA Sheraton Cerritos Towne Center, Cerritos, CA Sheraton Grande, Los Angeles Sheraton on Harbor Island, San Diego Ramada Renaissance, Long Beach, CA
26 (25)	**Design Trend International Interiors, Ltd.** Dallas Boston; Scottsdale, AZ	1.42	7.2	3 MGR 3 DES 1 DR 3 NBS 4 TID	NA NA NA NA —	NA NA NA — —	Grotto Bay Beach & Tennis Hotel, Bermuda Holiday Inn Holidome Hotel, McAllen, TX Pontchartrain Hotel, New Orleans Treasure Bay Restaurant, St. Petersburg, FL Residence Inn by Marriott, Oklahoma City	Natural Bridge/Virginia, Natural Bridge, VA Residence Inn, St. Louis Quality Inn-Suites, Tampa, FL La Quinta Inn, Dallas
27 (34)	**Joyce/Snoweiss Design Group** Coconut Grove, FL Orlando, FL	1.34	25.3	7 MGR 9 DES 5 DR 9 NBS 23 TID	NA NA NA NA —	65-75 45-55 45-75 — —	Hotel Intercontinental, Miami Hyatt Regency Hotel, Miami Freedom Tower, Miami	
28 (35)	**Hochheiser-Elias Design Group, Inc.** New York Richmond, VA	1.33	12.9	5 MGR 4 DES 3 DR 4 NBS 14 TID	40-50 27-40 25-38 22 —	65-85 35-65 30-50 — —	The Sheraton Carlton, Washington, DC The Sheraton Washington, Washington, DC The St. Regis Sheraton, New York The Sheraton Center, New York Remingtons, Holmdel, NJ	The Richmond Airport Hilton, Richmond, VA The Williamsburg Hilton, Williamsburg, VA The Virginia Beach Hilton, Virginia Beach, VA The Sheraton Washington, Washington, DC Harrah's Marina Hotel/Casino, Atlantic City, NJ
29 (36)	**Media Five Limited** Honolulu	1.28	25.0	3 MGR 6 DES — DR 2 NBS 11 TID	43 21-30 — 13 —	120 52-68 — — —	Ramada Renaissance Ala Moana, Honolulu Dai-ichi Hotel Tokyo Bay, Tokyo Fuji International Resort, Mount Fuji, Japan Kaimana Beach Hotel, Honolulu Bistro Icho, Honolulu	Hyatt Regency Guam, Tumon Bay, Guam Hotel New Grand Saison, Yokohama, Japan Mauna Lani Bay Resort Restaurant, Kohala, HI Manhattan Hotel, Yokohama, Japan Sun Hills Country Club, Utsonomiya, Japan
30 (28)	**Kovacs and Associates** Toluca Lake, CA	1.28	29.0	5 MGR 6 DES 3 DR 3 NBS 19 TID	45-60 42-48 38 28 —	55-75 55 55 — —	San Francisco Hilton/Hilton Sq., San Francisco Las Vegas Hilton, Las Vegas, NV Little America Flagstaff, Flagstaff, AZ	Las Vegas Hilton, Las Vegas, NV Pleasure Island-Walt Disney World Village, FL
31 (29)	**FORMA** Seattle, WA	1.24	18.0	2 MGR 8 DES 3 DR 15 NBS 10 TID	NA 30-37 25-28 NA —	55 60-80 25-35 — —	Westin Hotel-additions, Vail, CO The Westin Hotel, Indianapolis Hilton International-renovation, Toronto The Plaza-guestroom renovation, New York The Westin Hotel, Toronto	Tai Ping Yang Westin, Shanghai, China The Westin South Coast Plaza, Orange Cty., CA The Westin Hotel, Cincinnati The Westin Hotel, Edmonton, Alberta The Westin Hotel, Seattle, WA
32 (32)	**Morris Nathanson Design, Inc.** Pawtucket, RI Boston; St. Maarten, NA	1.14	18.0	3 MGR 4 DES 4 DR 4 NBS 13 TID	NA NA NA NA —	80-90 75-100 45-65 — —	Stromboli's, Hyannis, MA Dock's, New York Marker's Financial Center, Jersey City, NJ London Lennie's, Rego Park, NY Pizzeria Uno, West Roxbury, MA	Bergstrom Hotel, Lunenburg, Germany Legal Sea Food, Allston, MA Charley's Westwood Group, Boston Riverbay Restaurants, Williston Park, NY Brennan's, New York
33 (—)	**Concept Interior Consultants Corporation** Woodland Hills, CA	1.12	38.8	— MGR 6 DES 2 DR 2 NBS 12 TID	— 18-38 38 20 —	— 45-65 45 — —	Atlanta Hilton at the Airport, Atlanta New Orleans Airport Hilton, New Orleans Registry Hotel, Los Angeles Hyatt on Sunset, Los Angeles El Conquista dor Sheraton, Tucson, AS	Harvey's Lake Tahoe, Lake Tahoe, NV Bally's, Las Vegas Hyatt Westlake, Westlake, CA Outrigger Prince Kuhio, Honolulu Sheraton Plaza, Chicago
34 (—)	**Cole Martinez Curtis and Associates** Marina del Rey, CA Irvine & Los Angeles, CA	1.10	25.0	36 MGR 33 DES 21 DR 30 NBS 125 TID	NA NA NA NA —	NA NA NA — —	The Wigwam Resort, Litchfield Park, AZ Al Amir Restaurant, Los Angeles, CA	Radisson Resort, Palm Springs, CA
35 (—)	**Gulstrom/Kosko Group** Honolulu Singapore; Brisbane, Australia	1.00	10.8	2 MGR 3 DES 6 DR 3 NBS 18 TID	33 29-32 23-29 14 —	50 35-50 45-50 — —	Royal Hawaiian Hotel, Honolulu Princess Kaiulani Hotel, Honolulu Sheraton Makaha Resort, Honolulu Mauna Lani Bay Hotel, Mauna Lani Resort, HI	Mandarin Hotel, Singapore Istana Hotel, Kuala Lumpur, Malaysia Hawaiian Regent Hotel, Honolulu Mauna Lani Bay Hotel, Honolulu Fijian Hotel, Fiji
36 (23)	**Carole Korn Interiors, Inc.** Miami New York	1.00	34.0	7 MGR 8 DES 10 DR 10 NBS 25 TID	NA NA NA NA —	60-70 40-60 40-60 — —	Bonaventure Resort & Spa, Fort Lauderdale, FL Ramada Inn Sunrise, Sunrise, FL Sheraton, Hasbrouck Heights, NJ Viscount Hotel/Disney World, Orlando, FL Cafe Porto Cervo (Fisher Island), Miami	Brooklyn Renaissance Hilton, Brooklyn, NY Cable Beach Hotel, Nassau, Bahamas Sheraton Grand Hotel, Tampa, FL South Bay Club, Miami Beach Fisher Island Supperclub, Miami
37 (37)	**Raygal Design, Inc.** Irvine, CA	1.00	9.0	2 MGR 5 DES 1 DR 1 NBS 10 TID	30-55 22-35 25 25 —	48-100 40-73 38 — —	Hyatt Islandia Hotel, San Diego Los Caballeros, Fountain Valley, CA Allies Family Restaurants, San Diego Rusty Pelican, Mission Valley, CA Stox Restaurant, Chino, CA	Carmel Mountain Ranch Clubhouse, San Diego Hotel Nicole, Las Vegas, NV The Harbor Restaurant, Santa Barbara, CA John Wayne Airport/Host Int'l, Irvine, CA Norms Restaurants, Anaheim, CA
38 (—)	**Zakaspace Corporation** Chicago Fort Lauderdale, FL	.98	.44	1 MGR 4 DES 2 DR 2 NBS 11 TID	20 18-28 18 20 —	NA 75-80 50 — —	The Crab House, Atlanta Gratzi, Ann Arbor, MI McDonald's, Vernon Hills & Northbrook, IL Guest Quarter, Tampa, FL Streetside Restaurant, Chicago	Houston's, Scottsdale, AZ Miller's Pub, Chicago Hyatt Cincinnati restaurant/club, Cincinnati Hyatt Ohare restaurant/club, Rosemont, IL Best Western, Stroudberg, PA
39 (15)	**Nishimi, Womack, Carroll (Formerly IDA)** Los Angeles	.96	16.0	1 MGR 4 DES 2 DR 2 NBS 13 TID	40-50 18-40 38-40 17-35 —	90-100 35-70 60-70 — —	North Shore Hilton, Skokie, IL Brentwood Inn (IDA), Belair, CA Woodlake Resort (IDA), Sacramento, CA	Grossinger's, Grossinger, NY Lombard Plaza, San Francisco La Bruschetta, Los Angeles Ingleside Inn, Palm Springs, CA
40 (31)	**CSA, Inc** Minneapolis	.91	37.1	3 MGR 7 DES 3 DR 5 NBS 18 TID	50 30-40 20 NA —	65 45-65 35 — —	Radisson Hotel, St. Paul, MN Radisson Hotel, Atlanta Radisson Normandie Hotel, San Juan, PR Radisson Hotel, LaCrosse, WI Country Hospitality Inns, various locations	Radisson Hotel, City of Commerce, CA Radisson Normandie Hotel, San Juan, PR Radisson Hotel, Atlanta Radisson Hotel, Winnipeg, Canada Carlson Corp. offices/restaurants, Minneapolis

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41 (42)	**Design Development Co.** Tarzana, CA	.88	5.0	2 MGR 5 DES 4 DR — NBS 12 TID	NA NA NA — —	NA NA NA — —	Safari Bar & Restaurant, West Covina, CA Hyatt Regency Hotel, Long Beach, CA Yin Yang Restaurant, Valencia, CA Joe Sensers Cafe/Sports Bar, Roseville, MN Carls Jr. Restaurants, various locations	Marriott Food Service Mgt., various locations Hyatt Wilshire Hotel, Los Angeles Joe Sensers Cafe/Sports Bar, Bloomington, MN Bombay Bicycle Cafe/Sports Bar, various Tommy Lasordas Restaurant, Lakewood, CA
42 (—)	**Daroff Design Inc.** Philadelphia	.87	55.0	9 MGR 13 DES 13 DR 6 NBS 46 TID	50 28-65 30-50 24 —	80 35-90 40-80 — —	Prudential conference ctr., Ft. Washington, PA Great Valley Hilton Hotel, Great Valley, PA Scanticon Hotel/conference ctr., Minneapolis Sagamore Hotel renovations, Lake George, NY	Convention ctr./Marriott Hotel, Philadelphia Penn's landing Marriott Hotel, Philadelphia Dickenson Inn, Dickenson, PA
43 (—)	**Elias & Elias, Architects** Guadalajara, Mexico	.84	4.2	8 MGR 6 DES 11 DR 3 NBS 4 TID	35-50 16-19 15-25 25 —	NA NA NA — —	Quinta Real Zacatecas, Zacatecas, Mexico Quinta Real Villas, Puerto Vallarta, Mexico	Quinta Real Villas, Puerto Vallarta, Mexico
44 (—)	**Design Trends, Incorporated** Houston Sacramento, CA	.74	15.0	1 MGR 4 DES 2 DR 2 NBS 8 TID	50-65 25-65 40-50 20-30 —	85 50-85 75 — —	Conf. Ctr./S. Shore Harbour, League City, TX Fitness Ctr./S. Shore Harbour, League City, TX Hyatt Regency Hotel, Dallas/Ft. Worth, TX The Menger Hotel, San Antonio, TX Hyatt Regency, Houston	The Menger Hotel, San Antonio, TX Hyatt Regency, Houston Hyatt Regency Hotel, Dallas/Ft. Worth, TX
45 (56)	**Ahearn-Schopfer and Associates** Boston	.74	8.6	4 MGR 2 DES 4 DR — NBS 13 TID	40 32 23 — —	80 70 60 — —	Pearl River Hilton, Orangetown, NY Rocco's, Boston Fynn's, Boston Susse Chalet, Amesbury, MA Davio's, Boston	Copely Plaza Hotel, Boston Sheraton White Mountain, North Conway, NH Berkshire Hilton, Pittsfield, MA Sheraton Suites, Cumberland, GA Tage Inn, Milford, MA
46 (45)	**Design Restaurant Systems** Oakland, CA	.73	2.8	2 MGR 4 DES 4 DR 2 NBS 12 TID	40-55 25-35 20-40 18-25 —	65-85 45-65 34-75 — —	Mama's, San Francisco G&B Brewery, Palo Alto, CA Mama's, San Francisco Southern Brass, Stockton, CA Reef Hotel, Honolulu	The Caribbean Hotel/Casino, Las Vegas, NV Ruth's Chris Steakhouse, Las Vegas, NV Buttercup Pantry, Sacramento, CA Last Laugh Comedy House, Sacramento, CA Coral Seas, Honolulu
47 (46)	**Kenneth E. Hurd & Associates** Boston	.73	31.0	4 MGR 4 DES 2 DR 2 NBS 13 TID	NA NA NA NA —	50-125 35-80 NA — —	Hilton at Short Hills, Short Hills, NJ Caesars Palace-restaurant, Las Vegas, NV Caesars Palace-rooms, Las Vegas, NV New York Hilton, New York	Statler Inn, Ithaca, NY Broadway Crowne Plaza, New York New York Hilton-Trianon Ballroom, New York Caesars Palace expansion, Las Vegas, NV Waldorf Astoria, New York
48 (70)	**Rita St. Clair Associates, Inc.** Baltimore	.72	3.5	1 MGR 5 DES — DR 6 NBS 18 TID	50 18-34 — 20 —	125 110 — — —	Miami Intercontinental Hotel, Miami The Palmer House & Towers, Chicago Martin's West-catering hall, Baltimore Holiday Inn-public spaces, Chevy Chase, MD Holiday Inn-public spaces, Jessup, MD	The Inn at the Colonnade, Baltimore The Palmer House & Towers, Chicago IDI-The Fountains, Wheaton, MD The Grill at the Colonnade, Baltimore
49 (41)	**Haverson/Rockwell Architects, P.C.** New York Greenwich, CT	.69	1.8	2 MGR 5 DES — DR — NBS 9 TID	45 23-32 — — —	70 55-70 — — —	Mulholland Drive Cafe, New York Seaport Lines, New York Ocean Beach Inn & Restaurant, Fire Island, NY La Galleria Restaurant, Norfolk, VA	Burke and Burke, New York Anglo Fabrics Corp., New York Tex-Mex Restaurant, New York Wilson's Restaurant, Hackensack, NJ 375 Hudson Street Restaurant, New York
50 (52)	**Blair Spangler Interior and Graphic Design** San Francisco	.65	2.8	6 MGR 8 DES 5 DR 5 NBS 18 TID	24-40 16-32 19-37 20 —	75-90 30-75 40-60 — —	Hyatt Fisherman's Wharf Hotel, San Francisco Hawaii Prince Hotel, Honolulu Hyatt Regency, Minneapolis Hyatt Regency, Indianapolis Marriott Fisherman's Wharf, San Francisco	Four Seasons Clift Hotel, San Francisco Hyatt Regency Hotel, Oakland, CA Univ. of Calif. Perinatal Ctr., San Francisco Children's Hosp.-Birthing Ctr., San Francisco Conta Costa County Justice Ctr., Martinez, CA
51 (49)	**David Stevens & Associates, Inc.** Phoenix Maui, HI	.63	12.5	7 MGR 6 DES 6 DR 2 NBS 8 TID	38-40 20-60 22-40 20 —	85 85-110 70-85 — —	Regalleon Hotel-dockside ship, Philadelphia Sierra Grande Hotel, Sierra Grande, AZ Lahina Fashions Building, Lahina, Maui, HI Gables Private Club, Winchester, WV Risque Business night club, Scottsdale, AZ	Jockey Club, Phoenix, AZ Sierra Grande Resort, Sierra Grande, AZ Lahina Fashions, Maui Lahina, HI Regalleon Hotel, Philadelphia Ramada Orchard Inn, Benton Harbor, MI
52 (51)	**Carolyn Henry & Associates, Inc.** Dallas	.60	9.5	3 MGR 3 DES — DR 1 NBS 9 TID	30-50 20-35 — NA —	55-85 40-65 — — —	Dallas Parkway Hilton, Dallas Arizona Club, Scottsdale, AZ Cumberland Club, Nashville, TN Crowne Plaza, Dallas Holiday Inn, Bedford, TX	Sheraton Hotel/Conf. Centur, Baton Rouge, LA Midland Hilton, Midland, TX Brentwood Country Club, Brentwood, TN Arizona Club-Downtown, Phoenix Willowbend Polo & Hunt Club, Dallas
53 (40)	**Mount & Company, Inc.** New York	.60	NA	— MGR 5 DES — DR 4 NBS 10 TID	— 20-35 — 20-40 —	— 50-100 — — —	McDonald's, New York The Silver Diner, Rockville, MD Penn Station Food Court, New York Diner on the Square, Greely Square, New York Bistro Bistro, Shirlington, VA	New York City Pizza, Beijing, China Cafe Babette, Boca Raton, FL Heartland Family Restaurant, Detroit Coffee Collection, Mt. Holyoke, MA The Silver Diner, Laurel, MD
54 (54)	**Design Solutions, Inc.** Atlanta	.59	8.4	3 MGR 3 DES 2 DR 2 NBS 12 TID	NA NA NA NA —	60-70 30-55 45-55 — —	Huron Shores Radisson Hotel, Ypsilanti, MI Northlake Hilton, Atlanta Pittsburgh Airport Ramada, Coraopolis, PA Sports Rock Cafe, Atlanta Sandestin Beach Estates/Conf. Ctr., Destin, FL	Radisson Suite Hotel, Palm Beach Gardens, FL Great Gorge Resort & Conf. Ctr., Vernon, NJ Casa Del Mar Beach Hotel, Oranjestad, Aruba Radisson Suite Hotel, Miami Lakes, FL Hyatt Regency Hotel, Savannah, GA
55 (66)	**Thomas Hamilton & Associates** Glen Allen, VA Alexandria, VA	.57	12.0	— MGR 6 DES 2 DR 1 NBS 8 TID	— 20-40 23 22 —	— 40-60 45 — —	The Berkeley Hotel, Richmond, VA The Hilton Hotel, Virginia Beach, VA The Hilton Hotel, Columbus, OH The Comfort Inn, Richmond, VA China Pavillion, Richmond, VA	The Mansions at Main Street, Voorhees, NJ The Sheraton Hotel, Virginia Beach, VA
56 (43)	**Ellen McCluskey Associates, Inc.** New York	.56	19.0	3 MGR 1 DES 3 DR 3 NBS 9 TID	NA NA NA NA —	100 175 60-80 — —	Mayfair Regent Hotel (suites/rooms), Chicago Mayfair Regent Hotel (suites/rooms), New York Sheraton Poste Inn, Cherry Hill, NJ	Holiday Inn/Crowne Plaza (rooms), Queens, NY Novotel Liberty (public spaces), New York Syracuse Hotel (meeting room), Syracuse, NY Terrace on the Park/five ballrooms, Queens, NY
57 (59)	**Copeland Krieger Assoc., Inc.** Washington, DC	.53	NA	1 MGR 4 DES — DR 5 NBS 7 TID	60 25-40 — 22-45 —	75-90 50-75 — — —	Americana Aruba, Bohica, Aruba Hilton Knoxville, Troy, MI Holiday Inn, Aruba	Somerset Inn, Troy, MI Theo's Restaurant, Washington, DC Jordan's Restaurant, Leesburg, VA Daily Catch, Washington, DC Holiday Inn Inglewood, Landover, MI
58 (—)	**Judd Brown Designs, Inc.** Warwick, RI	.53	6.2	4 MGR 1 DES 3 DR 3 NBS 10 TID	NA NA NA NA —	50 50 50 — —	Pipinella's, Franklin, MA Jerimar's, North Attleboro, MA Papa Gino's, West Palm Beach, FL Papa Gino's, Boynton Beach, FL Papa Gino's, Deerfield, FL	The Delany House, Holyoke, MA The Islander Restaurant, Warwick, RI Muldoon's Saloon, Whitman, MA Walpole Country Club, Walpole, MA Jennings Restaurant, North Attleboro, MA
59 (44)	**Hugh W. Dear & Associates, Inc.** Williamsburg, VA	.52	5.0	— MGR 1 DES 1 DR 1 NBS 5 TID	— NA NA NA —	— 75 75 — —	Sheraton Resort Hotel, Atlantic Beach, NC Ramada Inn, Greensboro, NC Fort Magruder Inn/Conf. Ctr., Williamsburg, VA Turf Towers, Charlestown, WV King William Inn, Williamsburg, VA	Sands Hotel & Casino, Aruba Lafayette West, Washington, DC Sheraton Hotel, Charleston, SC Buck County Club, Myrtle Beach, SC Holiday Inn, various locations
60 (48)	**International Design Concepts** Beverly Hills, CA	.50	NA	2 MGR 2 DES 2 DR 2 NBS 9 TID	37-45 30-37 28 NA —	85-90 55-85 50 — —	Sea Food House, Los Angeles El Torino Restaurant, El Toro, CA Senor Jose Mexican House, Los Angeles	Between Round's, San Pedro, CA Rolling Hills Cafe, Rolling Hills, CA Jova Steak House, Los Angeles

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61 (58)	**Design Interpretation, Inc.** Playa del Rey, CA	.49	8.5	2 MGR 3 DES 3 DR 4 NBS 9 TID	33-65 25-47 21-30 25 —	50-90 35-75 30-45 — —	Days Inn, Century City, CA Days Inn, Riverside, CA Inter-Island Terminal Food Facility, Oahu, HI	Hilton Suites Hotel, Orange, CA Santa Clara Airport Inn, Santa Clara, CA Air Museum Bar/Honolulu Airport, Honolulu Embassy Suites/Kanapali, Maui, HI
62 (57)	**Vivian/Nichols Associates, Inc.** Dallas	.49	7.0	2 MGR 3 DES 2 DR 2 NBS 11 TID	35-60 16-30 16-35 16-20 —	70 35-50 35-50 — —	Boca Raton Resort & Club, Boca Raton, FL Hyatt Regency, San Antonio, TX Doubletree Hotel, Overland Park, KS Washington Plaza Hotel, Washington, DC The Regent Hotel, Dallas	Doubletree Hotel Park West, Dallas Boca Raton Resort & Club, Boca Raton, FL Accor Meadowlands Compri, Lyndhurst, NJ Doubletree Hotel Allen Center, Houston Ft. Worth Hilton, Ft. Worth, TX
63 (50)	**Richard Crowell Associates, Inc.** Honolulu	.48	6.5	1 MGR 4 DES 2 DR 2 NBS 8 TID	60 22-33 30 NA —	85 45-65 45 — —	Penange Mutiara Resort, Penang, Malaysia S.S. Independence Cruise Ship, Honolulu S.S. Constitution Cruise Ship, Honolulu Moana Hotel Historic Rehabilitation, Honolulu Kapalua Bay Resort, Kapalua, Maui, HI	Ship's Tavern/Sheraton Surfrider, Honolulu Rumors Disco/Ala Moana Hotel, Honolulu Plantation Cafe/Ala Moana Hotel, Honolulu Sheraton Moana offices, Honolulu S.S. Independence Cruise Ship, Honolulu
64 (61)	**Designers II, Incorporated** Atlanta	.48	7.5	1 MGR 3 DES 4 DR 1 NBS 10 TID	45 18-29 18-30 10 —	60 25-55 25-50 — —	Raleigh Holiday Inn, Raleigh, NC Sheraton Lancaster Conf. Resort, Lancaster, PA Tallahasee Hilton, Tallahasee, FL Holiday Inn Tanglewood, Roanoke, VA Roswell Holiday Inn, Roswell, GA	Embassy Suites/Atlanta Airport, Atlanta Myrtle Beach Holiday Inn, Myrtle Beach, SC Terrace Garden Inn-Buckhead, Atlanta Smithtown Sheraton, Long Island, NY Jekyll Island Inn, Jekyll Island, GA
65 (62)	**Forum Architecture, Inc.** Maitland, FL Athens, Greece	.47	4.6	2 MGR 3 DES 3 DR 5 NBS 4 TID	28-35 18-24 18 17 —	45-65 35-55 35 — —	Columbia Restaurant, St. Petersburg, FL Red Lobster/Seafood To Go, statewide, FL Travelodge Daytona, Daytona Beach, FL Cha Cha Coconuts, St. Petersburg, FL Expresso Liquor & Pizza, Lake Buena Vista, FL	Floridian Hotel, Orlando, FL Days Inn West Colonial, Orlando, FL Lexington Suite, Orlando, FL Quality Suite, Orlando, FL Madison Suite, Orlando, FL
66 (60)	**Dorf Associates** New York	.45	10.0	2 MGR 2 DES 2 DR 2 NBS 10 TID	NA NA NA NA —	75 65 65 — —	Casey O'Toole's restaurant, Wayne, NJ Bravo Cafe, Wayne, NJ Camous Cafe, Wayne, NJ Collela's Pizza, Wayne, NJ Wendy's, Wayne, NJ	Ralphies Diner, Baltimore Haagen Dazs Soft Ice Cream, Buffalo, NY Haagen Dazs Hard Ice Cream, Trumball, CT The Bourse Food Court, Philadelphia Capital Center Food Court, Trenton, NJ
67 (—)	**Integrated Services Corp.** New York	.45	6.0	2 MGR 9 DES 6 DR 3 NBS 17 TID	45 25-60 22-30 NA —	60 40-80 35-50 — —	Saybrook Point Inn, Saybrook, CT Jandia Beach Club, Grand Canary, Canary Is. Somerstein Caterers, Lawrence, NY Haung Hotel, Flushing, NY Port-O-Call, Ocean City, NJ	Radisson All Suites Hotel, Cleveland Omni Hotel, Newport News, VA Sheraton Hotel, Bossier City, LA West Chester Inn, West Chester, PA Lambertville House, Lambertville, NJ
68 (53)	**Edward Carson Beall & Associates** Torrance, CA	.44	5.5	8 MGR 6 DES — DR 3 NBS 15 TID	NA NA — NA —	55-90 45 — — —	Temecula Creek Inn, Temecula, CA Temecula Creek Restaurant, Temecula, CA Camp Pendleton-Dining Facility, Oceanside, CA Las Flores Dining Facility, Oceansidu, CA Leisure Group, Los Angeles	Rancho Bernardo Inn Spa, San Diego, CA Scripps Hotel, La Jolla, CA Temecula Creek Inn-expansion, Temecula, CA Twin Towers, Orlando, FL Redondo Beach Pier Rec., Redondo Beach, CA
69 (65)	**One Design Center, Inc.** Greensboro, NC Ft. Lauderdale, FL	.43	20.0	— MGR 5 DES 1 DR 2 NBS 8 TID	— NA NA NA —	— 35-50 25 — —	Inverrary Club Resort, Ft. Lauderdale, FL Holiday Inn Salisbury, NC Howard Johnson, Wilmington, NC T.K. Trippe, Winston Salem, NC N. Raleigh Hilton Convention Ctr., Raleigh, NC	Embassy Suites, Greensboro, NC Embassy Suites, Kansas City, MO Sheraton Marina Inn, Dunkirk, NY Hawthorn Suites, Charlotte, NC Holiday Inn Arkansas Plaza, Springdale, AR
70 (55)	**Gruwell Pheasant Design** Pacific Grove, CA	.42	7.0	— MGR 6 DES 1 DR 3 NBS 9 TID	— 20-30 30 20 —	— 45-70 70 — —	Ramada Renaissance, San Francisco	Sorrento Hotel, Seattle, WA Huntington Hotel, San Francisco Coyote Grill Restaurant, San Luis Obispo, CA Sharon Heights Country Club, Menlo Park, CA
71 (64)	**Design Group International, Inc.** Baltimore	.42	45.0	— MGR 4 DES 3 DR 2 NBS 10 TID	— 24-37 20-34 17 —	— 35-65 35-45 — —	Marriott Suites Hotel, Scottsdale, AZ Marriott Suites, Newport Beach, CA Omni Int'l Hotel-North Tower, Baltimore Marriott Suites Hotel, Downers Grove, IL	Harrison At Pier 5, Baltimore Marriott Suites Hotel, Kansas City, MO Omni Int'l Hotel-Cabana Conf. Level, Baltimore
72 (73)	**Fred Schmid Associates** Los Angeles	.40	3.5	— MGR 3 DES 2 DR 2 NBS 8 TID	— 30-40 25 22 —	— 45-80 45 — —	Flamingo Hilton Hotel, Las Vegas, NV Flamingo Hilton Hotel, Laughlin, NV	Flamingo Hilton Hotel, Reno, NV King and Prince Hotel, St. Simons Island, GA
73 (47)	**Q5 Incorporated** Wayne, NJ	.39	9.0	2 MGR 2 DES 4 DR 3 NBS 10 TID	NA NA NA 20 —	40-60 25-30 25-35 — —	The Chicken Club restaurants, various Burger King restaurants, various Food Court/Fashion Place Mall, Murray, UT	Hiland Park Country Club, Glens Falls, NY Food Court/Inlet Square, Murrels Inlet, SC Food Court/The Renaissance Mall, Newark, NJ Food Court/Harborside, Jersey City, NJ A&W Restaurants, Singapore
74 (75)	**Sue Wade & Associates, Inc.** Dallas Boca Raton, FL	.38	14.0	2 MGR 5 DES 3 DR 4 NBS 17 TID	60 18-32 26-30 22 —	95 65-75 65-75 — —	Omni Cancun, Cancun, Mexico Stonebridge Country Club, McKinney, TX Doubletree Hotel/Lincoln Center, Dallas The Prospect Group, New York Stonebridge Villas, McKinney, TX	Woodfield Swim & Fitness Club, Boca Raton, FL Omni San Mateo, San Mateo, CA Sea Turtle Inn, Jacksonville Beach, FL Omni Puerta Vallarta, Puerta Vallarta, Mexico Pan American Hotel, Wildwood, NJ
75 (67)	**Wm. B. Dodson, Inc.** Ormond Beach, FL	.35	14.2	1 MGR 3 DES — DR 4 NBS 5 TID	NA NA — NA —	NA NA — — —	Sea Stone Suite Hotel, Clearwater Beach, FL Oceanside Country Club, Ormond Beach, FL Holiday Inn, Jacksonville Beach, FL Casa del Mar Beach Resort, Ormond Beach, FL Acapulco Inn, Daytona Beach Shores, FL	Marriott Residence Inn/Airport, Miami, FL Holiday Inn Bay Meadows, Jacksonville, FL Halifax Club, Daytona Beach, FL Mission Inn, Howie-in-the-Hills, FL Holiday Inn Gulfview, Clearwater Beach, FL
76 (74)	**G. 'Skip' Downing Architects, Inc.** Seattle, WA	.34	37.3	— MGR 4 DES — DR 1 NBS 4 TID	— 22-34 — 18 —	— 50-65 — — —	West Coast Vance Hotel, Seattle, WA Von's Cafe, Seattle, WA Jack In The Box Fast Food, Washington, DC Hart Crowser Building, Seattle, WA Ridpath Hotel, Spokane, WA	Red Lion-Sea Tac Hotel, Seattle, WA Alexis Plaza, Seattle, WA Salty's Restaurant, Spokane, WA Salty's Restaurant, Willamette, WA Happy Guests Int'l Headquarters, Bellevue, WA
77 (68)	**Aiello Associates, Inc.** Denver	.33	9.0	2 MGR 4 DES 1 DR 2 NBS 9 TID	40 18-28 28 NA —	95 65-80 75 — —	Sam's Knob, Snowmass, CO Stapleton Plaza, Denver Skillets Restaurant, Denver The Aspen Country Inn, Aspen, CO Howard Johnsons, Denver	Prospector Square, Park City, UT Inn at Aspen, Aspen, CO The Ice House Lodge, Telluride, CO Plaza Suites, Las Vegas, NV Beaver Run Resort, Breakenridge, CO
78 (72)	**The Rowland Associates, Inc.** Indianapolis	.32	NA	6 MGR 15 DES 1 DR 5 NBS 28 TID	NA NA NA NA —	58-70 35-48 35 — —	Indiana Convention Center, Indianapolis Six Flags Over Texas, Arlington, TX Arni's Restaurant, Indianapolis Columbia Club-banquet space, Indianspolis Perdue Union Club, West Lafayette, IN	Indiana University Cafeteria, Bloomington, IN Delaware Country Club, Muncie, IN Culver Cove Condotel Resort, Culver, IN The Pier, Harbor Springs, MI Terrace Hilton Cincinnati
79 (69)	**Starling Fattahi Assoicates, Inc.** Coral Gables, FL Los Angeles	.32	9.0	— MGR 2 DES 2 DR 1 NBS 8 TID	— 18-23 25 20 —	— 35-45 45 — —	Pier 66 Resort & Marina, Ft. Lauderdale, FL Pier House Inn & Beach Club, Key West, FL Monty's Flagler Station, Miami, FL The Royal, Barbadoe, West Indies Nimsay Trading Co., Barbados, West Indies	Monty's Bayshure Complex, Coconut Grove, FL Comfort Inn at Miami Airport, Miami, FL Sheraton Inn, Jersey City, NJ Pier House Inn/Beach Club-Spa, Key West, FL St. Lucia Resort, St. Lucia, West Indies
80 (76)	**IDI, Inc. (Interior Designs International)** New York Redding, CT	.31	2.3	2 MGR — DES 1 DR 2 NBS 5 TID	NA — NA NA —	40-60 — 50 — —	Alfredo's of Rome, Miami Beach, FL Waldorf-Astoria, New York Helmsley Palace Hotel, New York	Waldorf-Astoria, New York Melville Restaurant Complex, Melville, NY New York Hilton Hotel, New York New York Palace Hotel, New York

NA Indicates information not available — Indicates information not applicable to category and/or firm * Rankings determined by fees before rounding

MGR Project Managers/Directors and Job Captains
DES Project, Senior and Junior Designers
DR Senior & Junior Draftsmen and CADD Operators
NBS Non-Billable Staff
TID Total Interior Design Staff

RANK 1989 (1988)	FIRM NAME HEADQUARTERS & BRANCH OFFICES	HOSPITALITY FEES* Millions	DOLLAR VOL. In Millions	STAFF DATA No. of Empl. Category	Salary Range In Thousands	Billing Range In $/Hour	1988 INSTALLATIONS	1989 INSTALLATIONS
81 (80)	**PFF/Contract, Inc.** Simi Valley, CA	.31	2.21	2 MGR 2 DES — DR 2 NBS 4 TID	65 24-45 — 20 —	125 50-100 — — —	Stoneridge Resort Club, Blanchard, ID Powderhorn Resort, Grand Junction, CO Tahoe Seasons Resort, South Lake Tahoe, CA Capistrano Surfside, Capistrano Beach, CA	Tahoe Seasons Resort, South Lake Tahoe, CA Powderhorn Resort, Grand Junction, CO Islander Beach Resort, New Smyrna Beach, FL Westwind Club II, Nassau, Bahamas
82 (81)	**The Stubbins Associates, Inc.** Cambridge, MA	.30	.40	4 MGR 5 DES 4 DR 2 NBS 18 TID	38-50 22-46 20-30 26 —	18-20 10-22 9-11 — —	Doubletree Hotel, Albuquerque, NM Doubletree Hotel, Santa Clara, CA Tower Center Hotel, East Brunswick, NJ Doubletree Hotel, Louisville, KY	
83 (—)	**Atelier One Incorporated** Atlanta	.29	5.37	— MGR 2 DES 3 DR 1 NBS 6 TID	— 30 18-29 20 —	— 50 30-45 — —	Holiday Inn, Coral Gables, FL Delta Airlines/operations rm., Kansas City, MO Days Inn Governors House, Columbia, SC 2233 Lakewood/City Group, Inc., Atlanta Stouffers Pine Isle Resort, Atlanta	Delta Airlines/Delta Crown Room, Indianapolis Delano Hotel, Miami, FL Holiday Inn, Alsip, IL Comfort Inn Suite Hotel, Ft. Lauderdale Holiday Harbor Hotel, Oswego, NY
84 (—)	**Design International** Dallas	.27	5.0	2 MGR 1 DES 1 DR 1 NBS 6 TID	30-45 25 25 20 —	40-60 40 30 — —	Bonanza, Little Rock, AR Bonanza, San Francisco Bonanza, Batesville, AR Bonanza, West Memphis, AR Bonanza, Hazard, KY	Bonanza, Lawrence, KS Bonanza, Mesa, AZ Bonanza, Tuscan, AZ Bonanza, Pinebluff, AR Bonanza, Geyser Springs, AK
85 (77)	**Shervan Design Group** Port Washington, NY	.26	2.5	2 MGR 6 DES 4 DR 5 NBS 9 TID	NA NA NA NA —	NA NA NA — —	Taunton Greyhound Pk., Haynham, MA Crystal Caterers, Dix Hills, NY Temple Beth-El, Great Neck, NY Farmingdale Lanes, Farmingdale, NY Hunter Lodge (Ensi Hotel), Hunter Mountain, NY	Cary's Street Sports Complex, Brockton, MA The Oxbow Inn/suites, Great Barrington, MA Teamsters Union Health Fund, New York Jersey City Nursing Home, Jersey City, NJ Astoria Plaza, Astoria, NY
86 (—)	**Vantress Design Associates, Inc.** Santa Cruz, CA	.25	NA	1 MGR 5 DES — DR 6 NBS 13 TID	24-40 18-30 — NA —	75 45-60 — — —	Yosemite Lodge/rooms, Yosemite Nat'l Park, CA Comfort Inn, King City, CA Household Bank Card Services, Salinas, CA Coast Commercial Bank, Santa Cruz, CA Poppy Hills Clubhouse, Pebble Beach, CA	Ahwahnee Hotel/rooms, Yosemite Nat'l Park, CA Yosemite Lodge/rooms, Yosemite Nat'l Park, CA Yosemite Lodge caf., Yosemite Nat'l Park, CA Household Bank Card Services, Salinas, CA Verga Insurance offices, Monterey, CA
87 (—)	**Renovation & Design, Inc.** Cordova, TN	.24	2.8	1 MGR 3 DES — DR 4 NBS 9 TID	25 15-40 — 23 —	25 15-45 — — —	Holiday Inn Conference Center, Allentown, PA Budgetel Inn Atlanta Airport, College Pk., GA Holiday Inn Haywood, Greenville, SC Holiday Inn, Anderson, SC Holiday Inn Busch Gardens, Tampa, FL	Holiday Inn Airport, El Paso, TX Sheraton Inn, Charlottesville, VA Holiday Inn, Bettendorf, IA Hilton Inn, Lexington, KY
88 (—)	**Smallwood, Reynolds, Stewart, Stewart Interiors, Inc.** Atlanta Tampa, FL	.24	6.8	5 MGR 13 DES 1 DR 3 NBS 27 TID	NA NA NA NA —	NA NA NA — —	Auburn Hotel & Conference Center, Auburn, AL Omni Durham Hotel & Conf. Center, Durham, NC Jefferson Pilot Corp. HQ caf., Greensboro, NC Belk Headquarters cafeteria, Charlotte, NC	Fernwood Resort & Country Club, Bushkill, PA The Peachtree Grill, Atlanta
89 (—)	**California Emerald Corporation** Anaheim, CA	.23	13.5	4 MGR 2 DES 2 DR — NBS 13 TID	NA NA NA NA —	NA NA NA — —	Stouffer Hotel, Nashville, TN Residence Inn, Anaheim, CA Ramada Inn, Palmdale, CA Travelodge Suites, San Clemente, CA Saddleback Inn, Santa Ana, CA	Marina Hotel, Las Vegas, NV Cambridge Towers Resort, Las Vegas, NV Elvis Presley Hotel, Memphis, TN
90 (—)	**J.M. Von Graven Company, Inc.** San Diego	.20	NA	3 MGR 6 DES — DR 3 NBS 10 TID	NA NA — NA —	65-85 45-55 — — —	Del Mar Inn, Del Mar, CA Colonial Inn, La Jolla, CA Plaza International Hotel, San Diego Dove Canyon Country Club, Mission Viejo, CA	Del Mar Inn, Del Mar, CA Colonial Inn, La Jolla, CA Plaza International Hotel, San Diego Dove Canyon Country Club, Mission Viejo, CA
91 (—)	**M.D.I. Design Consultants, Inc.** Toronto	.20	5.5	— MGR 6 DES 1 DR 2 NBS 10 TID	— 30-50 20 30 —	— 50-90 25 — —	Diana Sweets, Scarborough, Ontario Burger King, New Westminster Lawrence Square Food Court, Toronto Seaway Mall Food Court, Welland, Ontario	Sheraton Hotel/conf. ctr., Niagra Falls, Canada Burger King, Kennedy Fields, Markham, Ontario Station Mall Food Court, Sault Ste. Marie
92 (95)	**George Conte Design Consultants, Inc.** Greensburg, PA	.19	3.5	2 MGR 1 DES 1 DR 1 NBS 6 TID	NA NA NA NA —	45 35 35 — —	Atherton Hilton, State College, PA Suitors Island Inn, Longport, NJ Ramada Inn, Dubois, PA Hidden Valley Resort, Somerset, PA	Crompri Hotel, Raleigh-Durham, NC Crompri Hotel, Charlotte, NC Hampton Inn, Lancaster, PA Hampton Inn, Mechanicsburg, PA Crown Hotels, York/Frederick/Johnstown, PA
93 (84)	**Interior Design Force, Inc.** New York	.18	2.5	— MGR 2 DES 2 DR 1 NBS 6 TID	— 25 30 25 —	— 50 50 — —	Int'l Crossroads Sheraton Hotel, Mahwah, NJ Kutsher's Resort Hotel, Monticello, NY Rackley's Restaurant, Piscataway, NJ Comfort Inn, Oyster Point (Newport News), VA Comfort Inn, Mechanicsburg, PA	Stanhope Hotel, New York Stevensville Hotel, Swan Lake, NY Kutsher's Resort Hotel, Monticello, NY Ramada Inn, Toms River, NJ
94 (87)	**Innerspace Design** Santa Barbara, CA San Francisco	.18	1.2	1 MGR 3 DES 3 DR 1 NBS 8 TID	35 35-50 14-22 8 —	40 45-50 25-35 — —	Good Earth Restaurant, Brentwood, CA Whales Tail Restaurant, Oxnard, CA Good Earth Restaurant, Westwood, CA Brown Pelican Restaurant, Santa Barbara, CA Shady Business/Sierra West, Santa Barbara, CA	Good Earth Restaurant, Albuquerque, CA Good Earth Restaurant, Upland, CA Cafe Au Lait, Santa Barbara, CA Shady Business, Solvento, CA Michael Anthony's Pizza, Santa Barbara, CA
95 (90)	**J. Kattman Assoc.** Denver	.17	2.8	— MGR 1 DES 2 DR — NBS 5 TID	— NA NA — —	— 60 45-55 — —	Silvertree Hotel, Snowmass, CO Hitching Post Inn, Cheyenne, WY Mira Vista Country Club, Ft. Worth, TX Doubletree, Salt Lake City Scottsbluff Inn, Scottsbluff, NE	Nat'l Golf Club Resort, E. Sussex, England LA International Golf Club, Los Angeles Sands Las Vegas Hotel/Casino, Las Vegas, NV St. Louis Doubletree St. Louis Holiday Inn, Foster City, CA
96 (82)	**Albitz Design, Inc.** Minneapolis Naples, FL	.16	1.42	1 MGR 4 DES 1 DR 2 NBS 9 TID	NA NA NA NA —	70 50-60 30 — —	Madden's Pine Tree Resort, Brainerd, MN Doubletwood Inn, Bismark, ND Normandy Hotel Lobby, Minneapolis First Minnesota Savings Bank, Minneapolis Aero Drapery, Columbus, OH & Louisville, KY	Madden's Inn & Golf Club, Brainerd, MN Madden's Lodge/Dining, Brainerd, MN Normandy Village & Hotel, Minneapolis Aero Drapery, Roseville, MN First Minnesota Savings, Burnsville, MN
97 (88)	**Ann Gray & Associates, Inc.** Chicago	.16	10.0	1 MGR 3 DES 1 DR — NBS 7 TID	NA NA NA — —	75 38 45 — —	Ojai Inn and Country Club, Ojai, CA	The Little Nell Hotel, Aspen, CO The Belmont Hotel, Galveston, TX Fitzpatrick, Galveston, TX
98 (91)	**Spectrum Services** Cleveland Maui, HI	.15	.64	— MGR 4 DES — DR 5 NBS 10 TID	— 13-35 — 12-28 —	— 35-85 — — —	Grand Ballroom/Airport Marriott, Cleveland Airport-lobby/shop/pool/offices, Cleveland Cols N. Marriott-exec. suites, Columbus, OH Rosemary Tarragon Restaurant, Beachwood, OH	Waikiki Royal Condos/public space, Honolulu Shaker Hts. Country Club, Shaker Heights, OH Marriott's Tenaya Lodge, Yosemite, CA Cols. N. Marriott-lounge/rooms, Columbus, OH
99 (—)	**Hatch Design Group** Costa Mesa, CA	.14	2.6	2 MGR 1 DES 2 DR 2 NBS 5 TID	30-40 30-40 25-30 20 —	85 50 50 — —	Pacific Golf Club, San Clemente, CA The Warehouse, Newport Beach, CA Tia Juana's, Irvine, CA Pine Avenue Grill, Long Beach, CA The Trocadero, Irvine, CA	L'Opera, Long Beach, CA Red Onion, Sydney, Australia Orlando Twin Towers, Orlando, FL Hof's Car & Grill, Upland, CA
100 (92)	**Equipment Planners, Inc.** Moline, IL Salt Lake City	.13	4.5	2 MGR 1 DES 2 DR 2 NBS 4 TID	NA NA 20 13 —	NA 75 40 — —	Governors Inn, Atlanta Willowbrook Res. Center, Cedar Rapids, IA Chancellor Hotel, Champaign, IL University Inn, Champaign, IL Holiday Inn, St. Louis	Redwood Inn, Danville, IL Holiday Westport, St. Louis Hilton Inn, Oklahoma City Famous Dilburger, Cedar Rapids, IA Best Western, Aurora, IL

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